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The Relation of the Different Forms and Agencies of Transportation to the Warehousing Trade*

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THE title of the subject assigned me is: "The Warehousing Trade in Relation to the Duties of the Federal Coordinator." A more appropriate title would be: "The Relation of the Different Forms and Agencies of Transportation to the Warehousing Trade." That will presently appear.

Accepting, however, the title as it now stands, I am wondering just how many of you are familiar with the power and duties of the Federal Coordinator of Transportation as they are set forth in the Emergency Railroad Transportation Act. The title of this Act is "An Act to relieve the national emergency in relation to interstate transportation." In so far as we are here concerned, Section 4 of the Act provides that the purposes of that title are to "control allowances, accessorial services and the charges therefor, and other practices affecting services or operation, to the end that undue impairment of net earnings may be prevented, and avoid other wastes and preventable expenses."

The railroads were directed to create three committees, one for the East, one for the West, and one for the South, to be known as Regional Coordinating Committees. They are charged with the duty of themselves initiating methods to carry out the purposes of the Act and to make investigations and report upon all matters referred to them by the Coordinator. The Coordinator is empowered to approve or reject any recommendation so made and to make such order, as in his judgment may be required, but any such order, upon protest and at its discretion, may be reviewed and approved or disapproved by the Interstate Commerce Commission.

The provisions of the Emergency Railroad Transportation Act apply only to the railroads. The Coordinator, therefore, has no jurisdiction over the operations, facilities, charges or practices of any other form or agency of transportation and none whatsoever over the private warehousing industry. That being the case, the question may well be asked: "What is the necessity for any relation of the warehousing trades to the Federal Coordinator?" I am sure that most of you, if not all of you, know the answer—namely, that unless the unbridled warehousing charges and practices of the railroads can be controlled they constitute a menace to the warehousing industry. The same is true of the unbridled charges and practices of other forms of transportation, particularly unregulated water carriers and of the warehousing facilities owned and operated by State and municipal governments. As I shall presently show, the charges and practices of the water carriers greatly militate against the control of charges and practices of the railroads.

Doubtless most of you are more or less familiar with the findings of the Interstate Commerce Commission in what is known as Ex Parte 104, Part VI, entitled "Propriety of Operating Practices—New York Warehousing." The principles announced by the Commission in that proceeding constitute the basis for Interpretation No. 232-4 of the NRA. Those principles form the basis for the cooperation between the Coordinator and the Merchandise Warehousing Trade Code Authority. This decision of the Interstate Commerce Commission was made on Dec. 12, 1933, and NRA Interpretation No. 232-4 was approved on April 6, 1934. The Coordinator first took the matter up with the respective Regional Coordinating Committees on May 7, 1934.

*Paper read, Feb. 6, at 44th annual convention of American Warehousemen's Association, in New Orleans.

Shortly after I took service with the Coordinator, on July 1, 1934, he directed that I take hold of the question and work it out to a conclusion in cooperation with the Merchandise Warehousing Trade Code Authority. I'll tell the world he assigned me one of the most difficult jobs I have ever undertaken. I anticipated many of the obstacles and difficulties, most of which I pointed out to your Code Authority when I discussed the subject with its members in Chicago on Aug. 10. I have no doubt but that many of you feel that more tangible results might have been achieved long ago. However, I assure you there has been no lack of effort, and I believe Mr. Cricher, counsel for the Warehousing Trade Code Authority, will attest to that fact.

At the outset practically all of the railroads took the position that their warehousing and storage charges and practices are not and cannot be made subject to the Warehousing Code, but that they are subject only to the jurisdiction of the Interstate Commerce Commission and the Coordinator. There is some merit in that contention. First—railroad labor is subject to the Railway Labor Act and not the NRA. Second—the Commission held in Ex Parte 104 that while storage of property is clearly within the transportation service which carriers are obligated to furnish, their duty under these provisions extends only to that storage which is necessarily incidental to transportation of such property; and that to be incidental business, the storage must be preliminary either to immediate transportation or immediate removal.

Supreme Court Ruling

You will note that the Commission distinctly referred to transportation service which the carriers are obligated to furnish. However, the Supreme Court of the United States in *Cleveland & St. Louis Ry. v. Dettlebach*, 239 U. S. 588, held that the term "transportation" included all services of the carrier in connection with the shipment there considered, including the storage of goods after arrival at destination. The Court said:

"From this and other provisions of the Hepburn act it is evident that Congress recognized that the duty of carriers to the public included the performance of a variety of services, that according to the theory of the common law, were separable from the carrier's service as carrier, and, in order to prevent overcharges and discriminations from being made under the pretext of performing such additional services, it enacted that so far as interstate carriers by rail were concerned the entire body of such services should be included together under the term 'transportation' and subjected to the provisions of the act respecting reasonable rates and the like."

Of course this refers to storage by railroads as railroads, and not by subsidiary companies.

Our investigation has developed that it is not practicable for the railroads to observe uniformly the charges under the Merchandise Warehousing Trade Code inasmuch as the principles of the Code have been devised for application by the private warehousing industry, and also because of the fact that there are situations affecting the railroads which make it difficult, if not impractical, for them to change certain methods of assessing charges. In this category is included the necessity that storage charges and regulations at the different ports in the same group, for example, the North Atlantic group, or the South Atlantic group, shall be the same, or substantially so. This situation may be likened to situations where certain branches of the warehousing industry may require subsidiary Codes differing from the general Code.

Parallel Principles

There is little substantial difference in the principles upon which the Merchandise Warehousing Trade Code is premised and the principles laid down by the Interstate Commerce Commission in its decision in Ex Parte 104. The theory of the Code is that storage rates and charges shall not be less than the lowest reasonable cost operator in the locality for the type of service for which the rate or charge is operative, and to prevent unfair trade practices. The principles laid down by the Commission in Ex Parte 104 are that if the railroads are to continue engaging in the warehousing of traffic, their charges, directly or indirectly, for that service and for privileges and services rendered in connection therewith must be put on a basis which, entirely independent of freight rates, will reimburse the railroads for the full costs of the services. Sections 2 and 3 of the Interstate Commerce Act make undue preference or prejudice of any persons or localities illegal.

Although Ex Parte 104 related specifically to the warehousing charges and practices in the New York Metropolitan district, the Commission admonished all carriers subject to the Act to regulate commerce that their practices and charges should be adjusted in conformity with the principles announced in its report.

Realizing that if the railroads conformed their charges and practices to the principles announced in Ex Parte 104, they would be in harmony with the principles of the Warehousing Trade Code, the Coordinator wrote the Coordinating Committees pointing out that fact, and directed their attention to the Commission's admonishment in its report. He also urged upon them that they set up the necessary machinery to bring about the essential cooperation with the various agencies of the Government having to do with other forms of transportation, and cooperation with representatives of the Merchandise Warehousing Trade Code Authority.

On the whole, results have been disappointing. In some instances and in

certain sections we seem to have reached an impasse. In others the leaven is working. We have deferred pressing the subject in some sections until we know how successful we will be in others.

In this connection I want to tell you we have kept in close touch with Mr. Cricher, who has a remarkable grasp upon the whole situation, and the difficulties and problems we have encountered.

You will perhaps wonder why the Coordinator has issued no order with a view of compelling the establishment of compensatory charges in those cases where they are not now compensatory. Before I am through I believe you will readily understand why arbitrary orders are impracticable.

As all of us know, by far the greatest amount of storage for which the railroads and private warehouses are in competition is on water borne traffic stored at the ports, not only ports on the Atlantic, the Gulf, and the Pacific, but ports on the Great Lakes and the inland waters. It is true that there is also competition at some interior points—Pittsburgh, for example, and Chicago, where traffic is not stored in waterfront warehouses. However, in comparison with the ports, storage by the railroads at interior points is small, if not negligible.

At practically every port of any importance there are independent terminals in addition to the terminals owned and operated by the railroads. Some of these terminals are operated by the States and municipalities; some are privately operated. At many of the ports foreign, intercoastal and coastwise steamship lines lease their docks and other terminal facilities either from the railroads, Governmental agencies, or from private owners. With the exception of the steamship lines operated in coastwise service and on the Great Lakes under the Panama Canal Act, the storage charges are not subject to any regulating agency. The same is true in respect of storage practices except where, after a formal hearing, the Shipping Board Bureau has the power to remove undue preference and discrimination.

Beyond Code Jurisdiction

The storage charges and practices of the privately operated terminals are of course not subject to the Warehousing Trade Code Authority, but the NRA has not seen fit to assume jurisdiction over the storage charges and practices of State and municipally owned terminals. Nor has the NRA undertaken to exercise control over the changes and practices of the inland waterways on port-to-port traffic. This is not said in any spirit of criticism or reflection on the NRA. It doubtless has its reasons, and it is only fair to say that I understand it is giving consideration to that control.

Obviously the situation is chaotic. Steamship lines owning or leasing their facilities accord free or reduced storage rates at various ports with varying periods of free time. The terminals operated by public agencies are free to make any charges or regulations they see fit. Like-

wise, the carriers on inland waterways on their port-to-port traffic. The privately owned terminals and the private warehouseman must either meet the situation or go out of business. With the railroads faced with these competitive influences, the Coordinator must give full weight to those influences before issuance of an order compelling them to put their charges on a compensatory basis and thus drive to their competitors the storage on traffic on which they might earn compensatory transportation revenues when the goods are shipped.

There is still another important phase of the situation—namely, the ever increasing competition of motor trucks and, to a lesser extent, of the small boat lines. It is not uncommon—in fact, it appears to be the prevailing practice—for public and private terminals, and the steamship lines which lease their terminal facilities, to accord free storage on goods brought to or taken away from their terminals by trucks and small boat lines, and also without any charge for the use of the wharf. Manifestly, where the railroads are in competition with trucks and boat lines for the transportation of goods, they must meet the competition as they find it or be deprived of needed transportation revenues.

One Remedy Suggested

The competition I have described exists not only in respect of storage but in connection with other terminal services, including the free docking of vessels, free wharfage, and free handling. If reasonable compensation could be secured for the services now accorded free or at less than cost, the railroads would secure many millions of dollars in needed revenue and the figures of many private and public terminals would be changed from red to black.

It cannot be done under existing conditions. The remedy is to place all wharfing service, including warehousing and storage, and other terminal practices under strict Federal regulation. You are doubtless aware of the fact that the Coordinator has recommended legislation to accomplish this.

I would not be frank if I did not tell you that many of the railroads have asserted their warehousing and storage practices are now in accordance with the principles announced by the Commission in Ex Parte 104; and that before any changes can be made, they must be passed upon by the Interstate Commerce Commission. I have in mind particularly the railroads serving the west bank Lake Michigan and Lake Superior ports. These railroads also assert that many of their charges and practices are compelled by unregulated transportation agencies such as I have described.

Manifestly, the Coordinator can issue no order in such cases without a thorough study of the situation. We are doing the best we can in that direction with the limited force at our command but it is going to require time, much more than remains to us before the ex-

piration of the Emergency Railroad Transportation Act on June 15, 1935. We have deferred an intensive study of these situations until we can conclude our studies of the so-called transit storage at the North Atlantic ports, inasmuch as the character of that storage is somewhat analogous and I think the charges at the North Atlantic ports may serve as a yardstick for the charges at the Great Lake ports.

Railroad Charges

Time does not permit recounting of the different situations and the obstacles and difficulties we have encountered, but by reason of its importance I want to tell you something about the situation at the North Atlantic ports. As many of you know, especially the operators at those ports, while Ex Parte 104 was pending before the Commission the railroads made substantial increases in their storage charges at those ports, except on crude rubber and wood pulp. The increases in some cases amounted to several hundred per cent. A rough separation was made in the charges based on carload minimum weights. A charge of 5 cents per 100 lbs. was established for the first 30 days, or fraction thereof, on package or piece property, the carload minimum for which is more than 24,000 lbs.; and a charge of 1½ cents for each succeeding 15 days, or 3 cents for each 30 days. A charge of 8 cents for 100 lbs. was established on package or piece property for the first 30 days, or fraction thereof, where the carload minimum is 24,000 lbs. or more; and a charge of 3 cents for each succeeding 15 days, or fraction thereof, or 6 cents for each 30 days. Substantially the same charges were established on bulk freight except on the heavy ores and on pig iron.

I understand that 2 cents of the charges for the first period represent the handling cost based on one handling. You, of course, know that for many years, in fact as far back as I can remember, the railroads have performed the service of loading and unloading carload freight which is lightered in New York harbor, or loaded and unloaded at their waterfront terminals at other north Atlantic ports. If, therefore, the goods are not stored by the railroads, no handling charge is assessed. Taking the simplest operation at New York where goods are stored in transit—namely, from lighter to first floor storage space and when moved from storage space to car—there is only one handling service for which a charge can be made. According to the figures furnished me by the New York railroads, the cost of each handling averages about 2 cents per 100 lbs.

It was not until last week that Mr. Cricher was in position to furnish me with the figures made by the special committee appointed by the Code Authority to assist me in my studies. I expect to discuss these figures with your special committee as soon as possible and then confer with the railroad representatives if the necessity appears.

Effective Nov. 13 the railroads established a charge of 2½ cents per 100 lbs.

for the loading and unloading on or from lighters of all domestic freight in New York harbor—namely, freight received at or delivered to localities within the lighterage limits. This charge is made on all domestic freight which is stored and subsequently reshipped over the railroads. Thus on that traffic the handling and storage charges aggregate 7½ cents and 10½ cents respectively, instead of 5 and 8 cents, according to whether the carload minimum is more or less than 24,000 lbs.

Based on recommendations of the Coordinator's traffic assistants, the railroads are giving consideration to imposing a handling charge of 2½ cents per 100 lbs. at all United States ports on export, import, intercoastal, and coastwise traffic. The assessing of this charge has been approved in principle by all of the Coordinating Committees. Public hearing has already been held by the railroads in Trunk Line and New England territories. This charge is now being made by the railroads at South Atlantic and Gulf ports and at the Hampton Roads ports on southern traffic. A handling charge is also generally made at the Pacific ports.

The chief concern of the warehousing interests at the North Atlantic ports seems to be in respect of the storage charges made by the railroads on crude rubber and wood pulp, particularly rubber. There is no question but that these charges are non-compensatory. On several occasions I talked to D. T. Lawrence, chairman of the Trunk Line Committee, about them and urged the necessity of increases. I telephoned him on the subject last Friday, when he informed me that a public hearing was held by the railroads on Jan. 29 at which the shippers were accorded an opportunity to express themselves upon a proposal to make the charges the same as on other package and piece freight. He told me there was violent opposition on the part of the shippers but that the subject was being considered by the traffic executives of the railroads.

To Press Inquiry

I expect to follow this up vigorously. It is due to Mr. Lawrence that I tell you he has shown a very cooperative spirit. We have had many discussions of the whole question and it is understood that when the figures of the special committee are compared, he will arrange for the necessary conferences with the railroad representatives.

The railroads in the South have also evinced a cooperative spirit. Fertilizer and fertilizer material, as you know, constitutes their chief storage. They are now making a study of that situation. Here, as in many other instances, railroads are in competition with other storage agencies, not only with the port terminal operators but with private terminals owned and operated by the fertilizer manufacturers. At the last meeting I had with the traffic executives of the southern railroads they promised to have studies made of their storage charges and practices on other commodities, with a view of securing increases

if possible. They have indicated, moreover, that they would welcome any suggestions from the warehousing industry. Here is some work for the special committee.

At the meeting which I had with the Code Authority in Chicago on Aug. 10 it was said one of the chief concerns of the warehousing industries is the leasing of warehouse space by the railroads at nominal rentals for the purpose of securing a transportation movement of goods stored. This practice has been condemned by the Interstate Commerce Commission. It was referred to in the report in Ex Parte 104; and the previous finding of the Commission in *Leases and Grants by Carriers to Shippers*, 73 I.C.C. 671, was recited, namely:

"No justification exists for the leasing of railway lands to industries at a nominal rental charge. In cases where nominal or wholly inadequate rentals are reserved in leases it is evident, and indeed conceded, that traffic considerations are the moving cause so far as the carriers are concerned. Where it clearly appears that the traffic of the lessee is in part the consideration for the lease, the conclusion follows almost inevitably that the transaction amounts to a concession to the shipper-lessee, in violation of the Elkins Act and of sections 2 and 6 of the Interstate Commerce Act."

There is no question but that the practice is illegal, but by what yardstick is a compensatory rental to be determined, particularly in this time of unprecedented depression and low realty values? How can it be proved whether the railroads have made such leases solely for traffic considerations or in an effort to secure some return on property which would otherwise remain idle and be a drain on their resources and revenues?

No arbitrary standard can be prescribed and the circumstances surrounding each lease would have to be developed. No order would be warranted until after full investigation. The Coordinator is not equipped with the necessary force, and that of the Commission is small.

Suggests Authority Probe

Under existing conditions it seems to me that the Warehousing Trade Code Authority should make its own investigations of such situations and only call to the Coordinator's attention such of them where it can indisputably be shown that the leases are in contravention of the statutes and the findings of the Commission. Non-compensatory leasing of warehouse space, as you well know, is not confined to the railroads. They have been made and are being made by public and private terminals.

From what I have said I believe you will agree with my opening statement that a more appropriate title for the subject would be "The Relation of the Different Forms and Agencies of Transportation to the Warehousing Trade." As I see it, that is the real problem confronting you.

Under existing conditions where un-

regulated storage agencies wield such a tremendous influence upon storage charges and practices, in fact, controlling them in many cases, and with the fierce competition that exists, I do not see how it is possible for either the Coordinator or the Commission effectively to control the entire situation. In those instances where the railroads alone are responsible, the Coordinator can control them, and our efforts are being directed in that channel. Even that measure of control cannot be brought about entirely within the limited time remaining under the Emergency Railroad Transportation Act and unless there is some remedial legislation the existing chaos in all port terminal charges and practices will continue and probably be intensified.

Regulation Urged

In the Coordinator's report on transportation legislation which was transmitted to the President and to Congress on Jan. 23, he has recommended Federal control of motor carriers and water carriers engaged in interstate commerce. Such regulation would include all terminal services, charges and practices. He has also recommended Federal regulation of wharfingers, that term including any person, corporation or public body engaged in furnishing port terminal facilities or services in connection with interstate or foreign transportation by water. The term "person" is defined as an individual, firm, copartnership, corporation, company, association, joint-stock company, or body politic. Such regulation would include all services or uses related to or connected with interstate and foreign transportation by water and the charges therefor, and would include storage. He has recommended that regulation of all these agencies shall be by the Interstate Commerce Commission. The regulation of the railroads, including their terminal charges and practices, and storage, is now vested in the Commission.

The Coordinator has recommended a reorganization of the Interstate Commerce Commission and that it be comprised of sixteen members. That it be so organized as to include a permanent chairman to be appointed by the President; a Coordinator of Transportation to be appointed by the President from the membership of the Commission; a Control Board; a Finance Division consisting of three members; a Railroad Division consisting of five members; a Water Carrier and Pipe Line Division consisting of three members; and a Motor Carrier and Air Carrier Division consisting of three members, and such special divisions as from time to time be created as provided for in the suggested act.

The Coordinator recommends that the chairman of the Commission and the chairmen of the four permanent divisions shall constitute a Control Board except that the Coordinator of Transportation shall also be a member of the Control Board for the consideration of all matters relating to proposed legislation.

It would be the duty of the Coordinator to investigate and consider means of

providing adequate, efficient, economical and properly coordinated operation and service by all carriers subject to the Act—namely, the railroads, motor transport, water carriers, and wharfingers. As a part of his duties he would conduct such inquiries and investigations as the public welfare may, in his opinion, demand. He would be empowered, wherever in his judgment necessary orders are desirable, to require by appropriate order or orders, coordination by carriers of or affecting the property, operations, practice or services of such carriers, or the pricing of such services, without limiting, however, any original jurisdiction of the Commission over any of the said matters now or hereafter vested in the Commission, or review of such order or orders in the manner prescribed in the proposed act.

One of the provisions of the suggested Act is:

"No Code of Fair Competition for any group of carriers shall be approved under the National Industrial Recovery Act, or under any present or future Act amendatory thereof, or supplementary thereto, or in substitution thereof, if any provisions of such Code are in conflict or inconsistent with the provisions of this Act; and if any such Code not so prohibited has been or shall be approved for any group of carriers, all administrative authority to be exercised by the President thereunder shall be exercised by him through the Coordinator as his agent in that behalf."

Your legislative committee will probably give consideration to the report and recommendations of the Coordinator. They are very comprehensive and should be carefully studied. I do not feel that it is appropriate at this time for me to comment upon the report and recommendations in advance of any possible discussions the Coordinator may have with the Committees of Congress. I do feel, however, that the subject of my talk requires that I bring to your attention the fact that the Coordinator has recommended the regulation of all forms and agencies of transportation and wharfingers; that he has recommended a reorganization of the Interstate Commerce Commission, and the appointment of a Federal Coordinator of Transportation, together with a brief outline of his suggested duties.

Tanzer Elected

At the recent annual meeting of the Food Products Club of Chicago, M. J. Tanzer, manager of the downtown division of Crooks Terminal Warehouses, Inc., was elected secretary and treasurer. The organization comprises food brokers, merchants, buyers and manufacturers.

Harrison on Board

H. Norris Harrison, president of the Fidelity 20th Century Storage Warehouse Co., Philadelphia, was elected a director of the Better Business Bureau of Philadelphia on Feb. 6.

NRA Code Developments

No Announcement by NRA Up to Feb. 26 as to Whether Household Trade Is to Have a Code

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AS this issue of *Distribution and Warehousing* went to press, Code leaders in the Household Goods Storage and Moving Trade and in the Trucking Industry were completely in the dark as to the future treatment of trucking operations carried on by members of the furniture movers' trade.

With no official pronouncements coming, up to and including Feb. 25, from NRA headquarters here, speculation was rife as to whether all vehicles would be placed under the trucking compact; as to whether the 90-10 per cent rule (trucks deriving 90 per cent or more of their revenue from general hauling operations required to accept the trucking Code, and others having their own election) would be continued; or as to whether the suggested reduction of the 90 per cent mark to about 70 per cent would be adopted. There appeared little chance that the last named proposal would be written into the Codes.

Delegates to the National Furniture Warehousemen's Association convention at Biloxi, Miss., were cheered when their retiring president, chairman of the temporary Code Authority, Martin H. Kennelly, Chicago, announced that he had received word from C. Van Wyck Mott, of Washington, stating that the Recovery Administration had authorized him to tell the convention that the Trade was to have its own code. Had the expected official announcement been issued, the formality of setting up the permanent Code Authority would be speeded. Members of the Trade already had balloted for Code Authority members, but the results were withheld pending a decision on the future of the compact.

However, at headquarters here, Deputy Administrator Charles P. Clark, who has immediate charge of the two Codes, stated he had not authorized the announcement; and his superior Division Administrator, Leighton H. Peebles, made a like disclaimer. Administrative Officer W. A. Harriman said he was without knowledge of the subject, as it had not yet come to his desk.

Mr. Mott said his information did not come from the offices of Mr. Clark or Mr. Peebles, but that it was from an authoritative source which he was not at liberty to divulge. He was unable to forecast when the official order substantiating his information would be issued.

Hinting the possibility of friction within NRA as well as between the two trades concerned is the fact that Deputy

Administrator Clark announced many weeks ago that he had prepared an Administrative order giving the trucking Code Authority jurisdiction over all vehicles. In the interim, Mr. Clark has declined to amplify his statement, and the order has not yet gone to Mr. Peebles, who would be next in line to receive it and act.

The wage differential between the two Codes, that for trucking being somewhat lower than is provided in the pact for the furniture moving and storing Trade, was the subject of several informal conferences attended by spokesmen for the Trades and NRA representatives during the past month. The impression that came out of these meetings was that the trucking Code Authority would be given jurisdiction over all vehicles provided the industry would agree to an advance in wages to the level at which the movers' Code places them.

To drop the compensation of employees now functioning under the movers' Code to the trucking level would, in the opinion of Code Director D. M. Nelson, be "a lowering of working standards", and would run counter of the purposes of NIRA.

The 90-10 per cent provision was written into both Codes with a proviso that a public hearing should be called to determine whether the clause would remain or be altered. The hearing took place last September after several postponements, and the two industries clashed in presentation of testimony.

Ted V. Rodgers, chairman of the trucking Code group, asked that all vehicles be placed under his compact. Mr. Kennelly asked that the percentage be placed somewhere between 50 and 80. Each side had vigorous and able supporters and although a definite ruling would be delayed, it was conceded, by the voluminous record, it had been generally expected that the decision would be made before the close of 1934.

—James J. Butler.

A. T. A. Policy Committee Favors Code Permanence

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PLANS for placing the trucking industry under control of a Federal commission have been outlined by the policy committee of the American Trucking Associations, Inc. While the program has not been made known, individual members expressed opinion that it would be beneficial if enacted in its present state and administered properly.

The committee at a recent meeting reaffirmed, in effect, its position at the

Chicago convention and recorded itself in favor of continuing Code regulation. Information revealed is to the effect that in all probability the trucking Code will continue in full force and effect, and it is possible that some of its provisions will be changed to assist the industry in its efforts to stabilize rates.

—Robert C. McClellan.

Refrigerated Warehousing Authority Asks that Loans Be Limited to 70 Per Cent

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IMPORTANT amendments to the Refrigerated Warehousing Code, including a new section restricting loans which may be made to customers, have been sought by the national Code Authority and are now before Deputy Administrator Robert K. Straus for consideration.

The subject of loan restrictions was broached at the April 15, 1934, hearing on the code by Vallee O. Appel, Chicago, but his suggestion—a 70 per cent limitation, the same as in the proposed amendment—was not written into the pact as approved.

Mr. Appel, a former general president of the American Warehousemen's Association, said the fixing of a 70 per cent limit was intended to be the first step in an eventual discontinuance of all cold storage warehouse loans. He informed the Recovery Administration officials that unwise loaning in the past had resulted in unfair competition which, if continued, would demoralize the industry.

A carry-over of the objections which were heard at the public gathering is certain, although members of the industry were required to have their protests in the office of Deputy Administrator Straus by Feb. 26. Chief among the opponents is John C. Farber, who, counsel for the Buffalo Cold Storage Co., Buffalo, N. Y., has reminded that the Federal Trade Commission, following an inquiry in 1929, declined to approve a fair trade practice agreement covering the point.

Mr. Farber contended that the absence of determined grades for many commodities placed in cold storage would make the provision unworkable for the reason that it would be impossible to determine with certainty just what is 70 per cent of the value of stored goods.

He instanced a possible case in which identical stocks of goods might be stored in competing warehouses. One operator, desiring to prefer his customer's interests, might take a unit value of \$10 and grant a \$7 loan; the other might fix the

unit value at \$5 and loan only \$3.50.

The proposed new section, captioned "Loans," reads as follows:

"It shall be a violation of this Code for any member to either directly or indirectly, through its officers or otherwise, negotiate advances or loans on merchandise, or incur liability by indorsement, guarantee or otherwise in connection with any such advances or loans in excess of seventy per cent (70%) of the current wholesale market value of such merchandise at the point of storage on the date such loan is made, and the member shall exercise reasonable effort to maintain a margin of not less than thirty per cent (30%) in connection with such loans.

"In connection with such advances or loans, it shall be a violation of this Code to bill and/or collect a lower rate of interest than that charged on this class of loans by commercial banks in the locality of the warehouse, plus a surcharge sufficient to cover reasonable expense and overhead in connection with such loans.

"It shall be a violation of this Code to make any loans or advances on goods not actually in storage or under the control of the warehouseman when in transit to the warehouse."

Another proposed amendment would make subject to the Code all refrigerated warehousing whether or not carried on by an operator subject to another NRA pact. The definition of the industry as now written covers cold storage "except products which are governed by another approved code or codes."

The suggested new definition reads:

"The term 'Refrigerated Warehousing Industry' or 'Industry' as used herein includes the furnishing, for a consideration, of warehousing services and/or storage for goods, wares and/or merchandise in any building or structure, or any part thereof, which is artificially cooled."

Under the provisions of the compact as approved, rates and revisions thereof are effective when filed with the agent. In a suggested amendment, the desire is expressed to make the new charges applicable not only to commodities thereafter received for storage, but also to those then in storage, after 30 days.

As proposed to be re-written, the clause would state:

"Rates and revisions thereof shall become effective immediately upon receipt thereof by said agent and shall apply forthwith to all goods thereafter received and shall be made to apply to all goods then in storage within thirty (30) days thereafter by industry members giving notice of the applicable new rate in writing by mail to the last known owners of such goods."

In the same paragraph, the word "thereof" would be stricken from the sentence, to read:

"Immediately upon receipt (thereof) of such rates and revisions, said agent shall by telegraph or other equally prompt means notify said member of the time of such receipt."

In the provision which requires "a separate rate and charge" for each of the enumerated services rendered, a

change is sought to insert words which would make the sentence read, "an adequate and separate rate and charge."

The service of cartage also would be added to the enumerated jobs.

—James J. Butler.

Rodgers Files a Brief Against 30-Hour Week for Trucking Industry

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CONTINUANCE of the Code agreement would do more to restore employment in the trucking industry than would the "intervention of arbitrary legislative provisions," Chairman Ted V. Rodgers of the national Code Authority told the Senate Judiciary Committee in a statement of opposition to the enactment of a 30-hour week.

The Authority chairman contended that such a law would be impractical of operation and would create unfair competitive conditions, both in the industry and with outside agencies of transportation.

In a brief filed with the committee, Mr. Rodgers stated:

"... The trucking industry is essentially an industry of service. As such its regularity of employment and regularization of hours is limited on all sides by the demands of 7000 other industries of which the trucking industry is a servant. ... If it becomes necessary in contractual work to give service during business peaks and rush periods, the contractor who undertakes to comply with the requirements of his contract is subject to the desires and whims and fancies of the industry which he is at the time serving.

"The trucking industry at the depth of the depression had little or no employment. The industry has been constantly growing and a limitation of 30 hours would present a difficulty of replacement. If through lack of personnel, the curtailment of these service operations were necessary, the result might increase rather than decrease unemployment in the industries dependent on this industry for transportation.

"... The field of transportation of which the trucking industry is a part, involves other types of carriers, either controlled or uncontrolled under legislation allowing a greater work-week than in this legislation proposed. These other forms of transportation require and are allowed the necessary flexibility to meet the operating conditions required of their type of service.

"The limitation of hours of labor proposed in this bill would materially handicap unfairly the transportation of property by trucks in interfering with the ability of the truckers to serve the needs of transportation would react in favor of the competing types of transportation.

"The field of truck transportation as productive of employment is vast beyond the comprehension of the average person. The transportation of the same quantity of property by truck is several times as

productive of employment as would be the movement of such property by rail. ... It can readily be seen that in the great shifting of transportation from trucks to rails would be productive of unemployment produced by this unfair rail advantage, which would materially overbalance any theoretical increase in employment as a result of lessened hours.

"The proposed legislation would be applicable only to employees. The restriction of hours would result in handicapping operations involving employees, which operations would be thereby unfairly affected in competition with the owner-driven truck. This would tend to drive the traffic from the employee-driven truck to the owner-driven truck, which owner-driven truck would have the advantage of greater flexibility in hours of service. This would generally produce unemployment on the part of those unable to buy trucks, rendering the whole trucking industry less stable.

"Under the Code, reduction of hours therein affected is possible of being averaged, which is the only practical method of dealing with transportation. ... Code compliance is materially improving labor conditions within the industry, having the effect of increasing the number of individuals employed in the industry.

"It should be remembered that competition with other types of transportation effectively sets a top for trucking transportation charges. Increased burden of expense and increased competitive advantage would only tend to decrease employment in this industry, accentuating rather than relieving any emergency conditions."

—Edwin Hartrich.

8-Hour Day Questionnaire Sent to 10,000 Operators by Truck Code Authority

DISTRIBUTION & WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building

A QUESTIONNAIRE concerning the feasibility of establishing an eight-hour day is being sent to 10,000 operators in the trucking industry by the national Code Authority, according to announcement made on Jan. 23.

This questionnaire, designed to collect data required under the Code, will collect figures on the total employee hours, for a single average month, of both drivers and helpers; number of such employees; number of employee weeks exceeding 48 hours; the number of overtime hours, number of employee days exceeding eight hours; and the number of such hours over eight in any one day.

Information concerning the total payroll of drivers and helpers for one month, and the total overtime payments made to the two groups for work exceeding 48 hours in one week, is asked.

Similar information concerning rate clerks and dispatchers, platform labor, mechanics and helpers, and all other employees who would be subject to the

eight-hour day provisions of the code, is requested.

The following questions also are asked:

Have you found it necessary to make use of the averaging provisions of the Code to remain within the 108 hours in any two-week period or 192 hours in any consecutive four-week period?

Has your total payroll been increased on account of hour and wage provisions of the Code?

If so, what was the total amount of such increase for the period July 1, 1934, to Jan. 1, 1935?

What percentage of this increase was due to overtime payments?

Have you found it necessary to increase the number of your employees because of the hour provisions of the Code?

What percentage in the number of employees has been made?

Can your operations be adjusted to a straight eight-hour day basis for all employees (overtime to be paid drivers and helpers on vehicles after eight hours in any one day)?

How many vehicles do you operate between points, the round trips of which operations can not be completed in eight hours? Number of such routes?

Questions also are asked to determine the seasonal or peak periods, when they occur, and for how long. Emergency peaks due to weather or other conditions also are taken into consideration.

The quiz seeks to determine also the proportion of operators whose services are so specialized that only trained men can be utilized, and whether it is not possible to hire temporary additional employees during peak periods to eliminate overtime.

The Code, as it now stands, provides for a basic 48-hour week, but does not limit the daily working time of the drivers and helpers on vehicles.

—Edwin Hartrich.

Trucking's Authority Able to Reduce Budget by Nearly 50 Per Cent

DISTRIBUTION & WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building

THE national Code Authority for the trucking industry was able to reduce its budget covering expenses up to Feb. 10 from \$1,714,158.84 to \$886,591.44, it was revealed when the group applied to NRA for approval of the latter figure.

In announcing this fact, NRA pointed out that lack of precedent in Code administration, and of statistics on the extent of trucking operations, forced the Authority to make its figures tentative; and the Authority asked the Administration, last May, to approve the larger figure. Actual experience demonstrated the original estimate could be reduced nearly 50 per cent.

This reduction was brought about in face of the fact that the Authority at the outset expected a total registration of approximately 425,000 "for hire" vehicles at \$3 apiece but has obtained only 292,785 thus far.

The smaller or revised budget figure covers the expenses both of the national Authority and of the fifty State area Code Authorities in 48 States, New York City, and the District of Columbia.

—Robert C. McClellan.

Truck Authority Submits a \$1,246,367 Budget

DISTRIBUTION & WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building

THE trucking industry Code Authority has submitted to the National Recovery Administration, for approval, its \$1,246,367.40 budget and basis of contribution for the Code period from Feb. 11, 1935, to Feb. 10, 1936.

Of the total, \$623,028.79 is the estimated expense for the period from Feb. 11 to June 16, 1935; and \$623,338.61 is the estimated expense for the period from June 17, 1935, to Feb. 17, 1936.

The basis of contribution is a charge of \$3 for each "for hire" vehicle required to be registered under the Code. No funds in excess of the amount provided in the budget for the period from Feb. 11, 1935, to June 16, 1935, will be expended prior to June 16, 1935.

—George H. Manning, Jr.

Trucking Code Authority to Speed Compliance Machinery with Beall as New Director

DISTRIBUTION & WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building

J. NINIAN BEALL, administrative assistant and assistant counsel of NRA's litigation department, has been selected by the national Code Authority to direct the compliance activities of the trucking Code. He takes over the position on Feb. 1.

A native of this city, Mr. Beall is a lawyer as well as an engineer and an expert appraiser. He is thoroughly acquainted with the workings of the national Government and he will be in charge of the compliance department at the Authority's headquarters, as well as overseer of the nine regional offices to be established throughout the country, paralleling those now being set up by NRA.

Creation of the new post, as well as establishment of the regional offices, is provided for in the budget for the new Code year, beginning Feb. 10.

With Mr. Beall directing activity, and the setting up of the regional offices, the first steps in "oiling up" the compliance machinery of the trucking Code will begin. General compliance will be given sharp impetus and speedier action against chiseling among members may be expected.

Mr. Beall is 44 years old. He is a graduate of the National University Law School, attended its School of Economics and Government, and had two years of engineering at the University of Maryland.

He worked in real estate and con-

struction work here from 1908 to 1915. In 1916 he joined the Southern Railway System, where he gained most of his experience in litigation work. From 1916 to 1926 he worked as an appraiser in the valuation department of the road. In 1926 he was made chief appraiser and assistant counsel. During that period his work dealt principally with evaluation, income tax, condemnation cases and joint facility contracts. In 1934 he took the post with NRA. He has been connected with the litigation division since March, 1934.

Mr. Beall is a member of the District Bar and has been admitted to practice before the Interstate Commerce Commission.

—George H. Manning, Jr.

Code Committee Deadlocked on Truck Driver Problems

DISTRIBUTION & WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building

WHETHER time taken for meals by truck drivers on long hauls should be included as part of the employee's working time has been brought before the industry's off-duty and dead-heading committee, but it deadlocked before a conclusion could be reached.

It was decided by the committee, which consisted of three members representing labor and three members acting in behalf of the trucking industry, that briefs should be submitted to NRA with a request to that organization to solve the problem on the information found in the briefs.

The committee decided also that briefs should be submitted to NRA on another question which is deadlocked. The members were unable to come to a decision as to whether an employee who is a relief driver should be considered on duty while resting in a sleeping compartment in the vehicle. The committee asked NRA to make a decision.

The briefs were submitted on Jan. 20 with the proposed definitions of dead-heading and off-duty which had been drawn up. If and when NRA approves these definitions, they will be made available to the members of the industry.

The committee includes Ernest S. Wheaton, Indianapolis, secretary of the Mayflower Warehousemen's Association; and R. W. Barnwell, president of the Barnwell Warehouse & Brokerage Co., Burlington, N. C.

—Marlen E. Pew, Jr.

Michigan Warehouses May Lose Winery Accounts

Under plans being made by the Michigan Wineries Association the commercial storage companies in the State may lose all the business of the wineries group.

The association purposes to construct four warehouses at key points in the State for storage of the members' wines. Approval by the Liquor Control Commission is being sought. Fifteen wineries are now operating in Michigan.

Merchandise Warehousing Trade Elects Its National Code Authority for 1935

ON Feb. 10 the NRA Code of Fair Competition for the Merchandise Warehousing Trade began its second year of operation. On Feb. 9 the members of the Trade, meeting at the Hotel Roosevelt in New Orleans, elected its new national Code Authority.

The Code Authority is again headed by D. S. Adams, president of the Adams Transfer & Storage Co., Kansas City, Mo., by virtue of his reelection as president of the merchandise division of the American Warehousemen's Association. The vice-chairman this year is Warren T. Justice, manager of the Pennsylvania Warehousing & Safe Deposit Co., Philadelphia, who is the merchandise division's new vice-president. Frank F. Powell, president of the Henry Coburn Storage & Warehouse Co., Indianapolis, continues as the Code Authority's treasurer, as he was reelected treasurer of the merchandise division; and Wilson V. Little, Chicago, continues as the Code Authority's executive secretary by reason of his position as the division's executive secretary. Mr. Justice is not a newcomer to

the Code Authority, as he was Region No. 2 member in 1934.

Three executives who were not members of the 1934 group are members of the 1935 Code Authority. They are A. C. Pouch, New York City, for Region No. 1; R. G. Culbertson, Cincinnati, for Region No. 4; and L. C. Porter, Fort Worth, for Region No. 7.

The election at New Orleans was carried out under due process of NRA law under the supervision of Professor Fred E. Clark of Northwestern University, Evanston, Ill., Administration member of the Code Authority; and A. Lane Cricher, Washington, D. C., the Code Authority's counsel. E. H. Bacon, vice-president of the Louisville Public Warehouse Co., Inc., Louisville, served as chairman of the elections committee. The votes totaled 578, of which 487 were represented by proxies.

Members of the Trade met by regions, elected a temporary chairman, a permanent chairman, and a secretary, and elected its regional member. A summary follows:

Region No.	Temporary Chairman	Permanent Chairman	Secretary	Elected to Code Authority
1—	Charles E. Nichols, Boston.	E. W. Cobb, President Fltz Warehouse & Distributing Co., Boston.	E. G. Mooney, President Hartford Dispatch & Warehouse Co., Inc., Hartford, Conn.	Charles E. Nichols, President Merchants Warehouse Company, Boston.
2—	Warren T. Justice, Manager Pennsylvania Warehousing & Safe Deposit Co., Philadelphia.	E. P. Simmons, Vice-president Brooklyn Waterfront Terminal Corp., Brooklyn.	U. C. Leckinger, Manager B. R. & P. Warehouse, Inc., Rochester, N. Y.	A. C. Pouch, President Pouch Terminal, Inc., New York City.
3—	Theodore F. King, Secretary Arrow Transfer & Storage Co., Chattanooga.	Theodore F. King, Chattanooga.	George D. Lentz, Manager Lentz Transfer & Storage Co., Winston-Salem, N. C.	Clem D. Johnston, President Roanoke Public Warehouse, Roanoke, Va.
4—	Elmer Erickson, Manager Midland Warehouse & Transfer Company, Chicago.	Frank F. Powell, President Henry Coburn Storage & Warehouse Co., Indianapolis.	Anthony L. Fischer, Manager Atlas Storage Company, Milwaukee.	R. G. Culbertson, Managing director Cincinnati Terminal Warehouses, Inc., Cincinnati.
5—	W. A. Morse, Minneapolis.	B. L. Bertel, President Union Storage & Transfer Company, Fargo, N. D.	Fred S. Kedney, President Kedney Warehouse Co., Minneapolis.	W. A. Morse, Treasurer Security Warehouse Company, Minneapolis.
6—	Frank M. Cole, Kansas City, Mo.	John Bekins, President Bekins Omaha Van & Storage Co., Omaha.	A. E. Brooks, Executive manager Midwest Warehouse and Transfermen's Association, Kansas City, Mo.	Frank M. Cole, President Radial Warehouse Company, Kansas City, Mo.
7—	G. K. Weatherred, Dallas.	G. K. Weatherred, Associate manager Dallas Transfer & Terminal Warehouse Co., Dallas.	B. Frank Johnson, Secretary-manager Southwest Warehouse & Transfermen's Association, Fort Worth.	L. C. Porter, General manager Texas and Pacific Terminal Warehouse Co., Fort Worth.
8—	James F. Duffy, Denver.	R. V. Welcker, President Welcker Transfer and Storage Company, Denver.	J. F. Rowan, Executive secretary Colorado Transfer & Warehousemen's Association, Denver.	James F. Duffy, President Duffy Storage & Moving Co., Denver.
9—	O. C. Taylor, Seattle.	H. M. Clark, Manager Holman Transfer Co., Portland, Ore.	Donald G. Bates, President Oregon Transfer Co., Portland, Ore.	O. C. Taylor, President Taylor - Edwards Warehouse and Transfer Company, Inc., Seattle.
10—	W. E. Fessenden, Los Angeles.	S. M. Haslett, President Haslett Warehouse, San Francisco.	Milo W. Bekins, President Bekins Van & Storage Co., Los Angeles.	W. E. Fessenden, President California Warehouse Company, Los Angeles.

ON June 16 the NRA Code of Fair Competition for the Refrigerated Warehousing Industry will begin its second year of operation. Members of the Industry held a meeting

at the Hotel Roosevelt in New Orleans on Feb. 8, and the following five executives were nominated as members of the Code Authority to serve for one year beginning next June 16:

Region No. 1	Region No. 2	Region No. 3	Member at Large
G. D. Liles, Manager Terminals & Transportation Corp. of America, Buffalo.	William J. Rushton, President Birmingham Ice & Cold Storage Co., Birmingham.	E. E. Hesse, Treasurer United States Cold Storage & Ice Company, Chicago.	Harry C. Herschman, President Terminal Warehouses of St. Joseph, Inc., St. Joseph, Mo.
William A. Sherman, President Merchants Ice & Cold Storage Co., San Francisco.			

The foregoing represent renominations of the original Code Authority members elected at a meeting of the Industry at St. Louis in February of 1934 except that G. D. Liles was elected last December to fill a vacancy.

Voting by mail was to follow formal announcement of the

New Orleans nominations.

William M. O'Keefe, Chicago, continues as secretary of the Code Authority by reason of his position as executive secretary of the Association of Refrigerated Warehouses, the cold storage division of the American Warehousemen's Association.

Personnel of 1935 Officers of American Warehousemen's Association and Allied Service Groups as Result of Elections at New Orleans in February

A. W. A. General

President, William J. Rushton, president Birmingham Ice & Cold Storage Co., Birmingham.
Vice-President, D. S. Adams, president Adams Transfer & Storage Co., Kansas City, Mo.
Treasurer, D. H. Van Name, president F. C. Linde Co., New York City.
Secretary, Wilson V. Little, 222 West Adams Street, Chicago.

A. W. A. Merchandise Division

President, D. S. Adams, president Adams Transfer & Storage Co., Kansas City, Mo.
Vice-President, Warren T. Justice, manager Pennsylvania Warehousing & Safe deposit Co., Philadelphia.
Treasurer, Frank F. Powell, president Henry Coburn Storage & Warehouse Co., Indianapolis.
Executive Secretary, Wilson V. Little, 222 West Adams Street, Chicago.
Assistant Executive Secretary, George A. Rhame, 222 West Adams Street, Chicago.
Assistant Executive Secretary, A. J. Walker, 222 West Adams Street, Chicago.
Executive Committee Members:
Slater C. Blackiston, vice-president Bush Terminal Company, New York City.
Frank M. Cole, president Radial Warehouse Company, Kansas City, Missouri.
Henry F. Hiller, president San Francisco Warehouse Co., San Francisco.
R. M. King, president King Storage Warehouse, Inc., Syracuse, N. Y.
Theodore F. King, secretary Arrow Transfer & Storage Co., Chattanooga.
Jay Weil, president Douglas Public Service Corp., New Orleans.

Association of Refrigerated Warehouses (A Division of A. W. A.)

President, Harry S. Hall, vice-president Grand Trunk Railway Terminal and Cold Storage Co., Detroit.
Vice-President, William A. Sherman, president Merchants Ice & Cold Storage Co., San Francisco.
Treasurer, G. F. Nieman, president Union Storage Company, Pittsburgh.
Executive Secretary, William M. O'Keefe, 222 West Adams Street, Chicago.
Executive Committee Members:
E. G. Erickson, vice-president Central Cold Storage Co., Chicago.
F. E. Fregeau, treasurer Northern Cold Storage & Warehouse Co., Duluth.
C. Goodfellow, Texas Ice & Refrigerating Company, Fort Worth.
Henry C. Kuehn, secretary Wisconsin Cold Storage Co., Milwaukee.

Jerome C. Smith, Quincy Market Cold Storage & Warehouse Co., Boston.

Paul S. Steward, president Arrow Transfer & Storage Co., Chattanooga.

Ralph C. Stokell, general manager National Cold Storage Co., Inc., New York City.

R. C. Taylor, Federal Cold Storage Co., St. Louis.

H. L. Trask, manager United States Cold Storage Co., Kansas City, Mo.

American Chain of Warehouses

President, R. G. Culbertson, managing director Cincinnati Terminal Warehouses, Inc., Cincinnati.

Vice-President, S. M. Haslett, president Haslett Warehouse, San Francisco.

Secretary and Treasurer, D. H. Van Name, president F. C. Linde Co., New York City.

Eastern Representative and Assistant Secretary, J. W. Terreforte, 250 Park Avenue, New York City.

Western Representative, W. H. Eddy, 53 West Jackson Boulevard, Chicago.

Directors:

D. S. Adams, president Adams Transfer & Storage Co., Kansas City, Mo.

H. C. Avery, manager Union Terminal Warehouse Company, Jacksonville.

Mrs. M. M. Bowen, secretary Tripp Warehouse Company, Indianapolis.

H. M. Clark, manager Holman Transfer Co., Portland, Ore.

R. W. Dietrich, president Dietrich & Wiltz, Inc., New Orleans.

W. F. Evans, president Central Detroit Warehouse Co., Detroit.

E'mer Erickson, manager Midland Warehouse & Transfer Company, Chicago.

Guido J. Hansen, president Hansen Storage Co., Milwaukee.

E. G. Mooney, president Hartford Despatch & Warehouse Co., Inc., Hartford, Conn.

Charles E. Nichols, president Merchants Warehouse Company, Boston.

K. G. Schuman, treasurer Great Northern Warehouses, Inc., Syracuse, N. Y.

G. K. Weathered, associate manager Dallas Transfer & Terminal Warehouse Co., Dallas.

Distribution Service, Inc.

President, Slater C. Blackiston, vice-president Bush Terminal Company, New York City.

First Vice-President, O. C. Taylor, president Taylor-Edwards Warehouse and Transfer Company, Inc., Seattle.

Second Vice-President and Secretary, Joseph G. Temple, 219 East North Water Street Chicago.

Third Vice-President and Eastern Representative, F. M. Williamson, 100 Broad Street, New York City.

Treasurer, Sidney A. Smith, president Anchor Storage Co., Chicago.

Directors, Mr. Blackiston, Mr. Taylor and J. R. Dymond, superintendent Distribution Terminal & Cold Storage Co., Cleveland.

Henry F. Hiller, president San Francisco Warehouse Co., San Francisco.

J. Lee Kirby, treasurer Kirby Transfer and Storage Co., Pittsburgh.

E. V. D. Sullivan, president Terminal Warehouse Company, Philadelphia.

Jay Weil, president Douglas Public Service Corp., New Orleans.

Allied Distribution, Inc.

President and Treasurer, Willis D. Leet, 1525 Newberry Avenue, Chicago.

Vice-President, F. J. Tully, 415 Greenwich Street, New York City.

Secretary, E. Scott Johansen, 1525 Newberry Avenue, Chicago.

Directors, Mr. Leet, Mr. Tully and

E. W. Cobb, president Fitz Warehouse & Distributing Co., Boston.

William I. Ford, president Interstate Fireproof Storage and Transfer Company, Dallas.

Warren T. Justice, manager Pennsylvania Warehousing & Safe Deposit Co., Philadelphia.

George W. Lamb, president South End Warehouse Company, San Francisco.

Wellington Walker, president Griswold-Walker-Bateman Co., Chicago.

Associated Warehouses, Inc.

President, Paul O'Dea, 230 North Canal Street, Chicago.

Vice-President, John J. Egan, 230 North Canal Street, Chicago.

Secretary, M. C. Schlitt, 230 North Canal Street, Chicago.

Eastern Representative, Harold C. Lembke, 11 West 42nd Street, New York City.

Chairman of Executive Committee, Paul W. Frenzel, vice-president St. Paul Terminal Warehouse Co., St. Paul.

Executive Committee Members:

Frank Burns, secretary Blue Line Storage Company, Des Moines.

James Gallagher, Jr., secretary Gallagher's Warehouses, Philadelphia.

B. P. Hunter, president General Warehouse & Storage Company, Inc., Atlanta.

W. G. Manning, president Manning Warehouse & Transfer Co., Portland, Ore.

L. E. McKnight, president Merchants Warehouse Co., Memphis.

E. H. Ottman, secretary National Warehouse Corporation, Milwaukee.

H. B. Plummer, Davies Warehouse Company, Los Angeles.

Jay Weil, president Douglas Public Service Corp., New Orleans.

A report of the 44th annual convention of the American Warehousemen's Association and of the Merchandise Warehousing Trade meeting at which the 1935 Code Authority was elected, at New Orleans during the week of Feb. 4, will appear in the March issue of *Distribution and Warehousing*

Kennelly Tells N.F.W.A. Convention of Unofficial Word That Household Goods Trade Is to Have Own Pact

Announces Permanent Code Authority Will Be Called Together as Soon as NRA Issues Order — Marion W. Niedringhaus is National's New President

By KENT B. STILES

THE outstanding feature of the fifteenth annual convention of the National Furniture Warehousemen's Association, held at the Edgewater Gulf Hotel in Biloxi, Miss., on Feb. 11-15, was an announcement, based concededly on information from unofficial sources, that NRA was going to permit the Household Goods Storage and Moving Trade to have its own Code of Fair Competition independent of the trucking industry's pact.

Martin H. Kennelly, chairman of the Trade's temporary national Code Authority and the National's retiring president, told the group he had received word from Washington to the effect that NRA had authorized him to pass word on to the convention that the granting of a Code to the Trade was assured. The announcement was greeted with a wild ovation.

As soon as NRA had officially issued an order giving the Trade its own compact, Mr. Kennelly said, the perma-

nent national Code Authority, elected in 1934 to function when the time came, would be called together. He indicated that the present set-up of fourteen regions might be altered to reduce the number to ten regions.

After four years as the National's president, Mr. Kennelly stepped out of that office and was succeeded by Marion W. Niedringhaus, St. Louis. John L. Wilkinson, Charlotte, N. C., was reelected president of Allied Van Lines, Inc. Walter E. Sweeting, Philadelphia, was chosen to head the committee which will nominate officers and directors for 1936.

The attendance at Biloxi was the smallest in years for an N. F. W. A. meeting, but this had been anticipated by the officers because of the fact that the previous convention had been held only eight months earlier.

A summary of the papers and discussions at Biloxi follows:

OPENING the convention with his report as president, Mr. Kennelly suggested that the in-coming board of directors "study the advisability of arranging so that every other year the annual meeting will be held in the summer time"; or perhaps holding all the annuals in the summer.

Calling the National "really the last line of defence of the storage and moving trade in this economic struggle which has engulfed us," Mr. Kennelly said that "unless there is a determined fight for principles, for ideals, and cooperative effort, and for some thought of the common goods—even though self-preservation is the cry of the hour—the return of this industry of ours to profitable operation will be long delayed." He continued:

"The shrinkage in volume continues, and in practically the same degree in every part of the country. Every known method of increasing the volume has been tried, the most popular one being that of giving our services away, but even this has not produced results. Cities that have resorted to this method are not satisfied. But it is natural that everyone should want to try every known means of attracting business to our idle equipment, and, much more important, to the idle storage space.

"We forget, sometimes, that there are still, according to figures released, at least ten million unemployed, which results in millions being on the relief rolls. Those more fortunate, who still have jobs or are in business for themselves,

Marion R. Niedringhaus



New president of National Furniture Warehousemen's Association

carefully refrain from unnecessary moves or expense until the general business horizon clears.

"It is obvious that the unemployed and those on relief are not able to use our service, and the others are not in the market, at the moment, for what we have to sell."

Prices which should be charged for

services were "bothering groups everywhere," Mr. Kennelly reminded, as were method of charging, whether by hour, contract, cubic foot, or vanload; and this problem must be studied, because warehousemen must make profits "if they are to continue the minimum wage and maximum hours provisions of the Codes". He added:

"The Government wants us to make money. We must try to keep up our standards. Any appreciable deviation will have far-reaching effects in the days to come."

Mr. Kennelly pointed out that long distance moving by Allied Van Lines "continues to hold up", being the only department of the business showing an increase.

As to vacant storage space, which he said was a "major problem", he expressed belief that "our business should feel the increased interest in the home"; value of furniture was increasing and "it should reduce the number of loads sold for charges, resulting in the holding of some of the store revenue."

Alluding to the Code, Mr. Kennelly declared that "not many industries have stood for principle and for what is best for an industry as have the members of this Trade." He continued:

"It speaks well for the many associations throughout the country that they have stood up and fought under the most adverse conditions. Many have begun to wonder whether or not the fight was worth while, and I suppose that if in Washington the tactics employed could

Officers and Directors Elected at Biloxi Convention

National Furniture Warehousemen's Association

President, Marion W. Niedringhaus, president General Warehousing Company, St. Louis.
Eastern Vice-President, John G. Neeser, president Manhattan Storage & Warehouse Company, New York City.
Central Vice-President, O. W. Thomas, secretary A-B-C Fireproof Warehouse Co., Kansas City, Mo.
Western Vice-President, Herbert B. Holt, secretary Bekins Van & Storage Co., Los Angeles.
Southern Vice-President, O. E. Latimer, secretary Scobey Fireproof Storage Company, San Antonio.
Secretary, Ralph J. Wood, president Lincoln Warehouse Corporation, Chicago.
Treasurer, James D. Dunn, president Riverside Storage & Cartage Company, Detroit.

Directors (three years each)

S. J. Beauchamp, Jr., secretary Terminal Warehouse Co., Little Rock, Ark.
Harry H. Cremeens, manager Los Angeles Warehouse Co., Los Angeles.
Martin H. Kennelly, president Werner Bros.-Kennelly Co., Chicago.
R. V. Weicker, president Weicker Transfer and Storage Company, Denver.

Director (one year)

James E. Mulligan, secretary Knickerbocker Storage Warehouse Company, Newark, N. J.

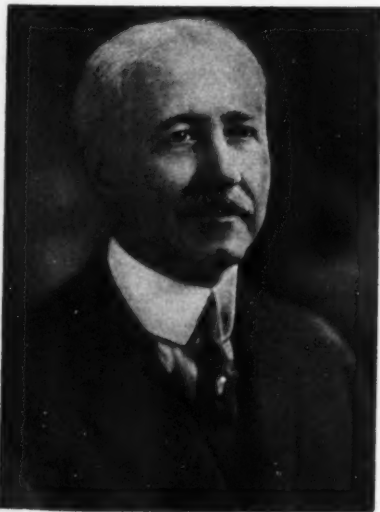
Allied Van Lines, Inc.

President, John K. Wilkinson, president Carolina Transfer & Storage Co., Charlotte, N. C.
Eastern Vice-President, Arthur S. Blanchard, president Blanchard Storage Company, Inc., Rochester, N. Y.
Central Vice-President, L. H. Tanner, owner Tanner Fireproof Warehouses, Detroit.
Southeastern Vice-President, Ernest T. Chadwell, vice-president Bond, Chadwell Co., Nashville.
Southwestern Vice-President, W. W. Warren, vice-president O. K. Transfer & Storage Co., Oklahoma City.
Rocky Mountains Vice-President, R. V. Weicker, president Weicker Transfer & Storage Company, Denver.
Treasurer, Joseph H. Meyer, president Federal Fireproof Storage Co., Chicago.
Secretary, Wilson H. Collin, general manager Allied Van Lines, Chicago.
Eastern Directors: Barrett C. Gilbert, vice-president Gilbert Storage Co., Inc., New York City; Joseph W. Glenn, president O. J. Glenn & Son, Inc., Buffalo; Walter E. Sweeting, president Atlas Storage Warehouse Company, Philadelphia; Edward G. Mooney, president Hartford Despatch & Warehouse Co., Inc., Hartford,

Conn.; Francis E. Buckley, president T. G. Buckley Company, Boston; Charles E. Blanck, treasurer Blanck's Transfer & Storage Co., Pittsburgh; and Vice-President Blanchard.
Central Directors: James L. McAuliff, secretary David Fireproof Storage Warehouses, Chicago; Joseph R. Cochran, president Cameron Transfer & Storage Co., Minneapolis; Jefferson E. Perky, president Perky Brothers Transfer & Storage Company, Inc., Kansas City, Mo.; J. J. Gund, president Lakewood Storage, Inc., Lakewood, Ohio; A. E. Braun, Jackson Storage & Van Co., Chicago; and Vice-President Tanner and Treasurer Meyer.
Southeastern Directors: James M. Walker, president O. K. Transfer & Storage Co., Memphis; Paul B. Dodson, president Edelen Transfer & Storage Company, Inc., Knoxville; and President Wilkinson and Vice-President Chadwell.
Southwestern Directors: O. E. Latimer, secretary Scobey Fireproof Storage Company, San Antonio; Benjamin S. Hurwitz, president Westheimer Transfer & Storage Company, Inc., Houston; S. J. Beauchamp, Jr., secretary Terminal Warehouse Co., Little Rock, Ark.
Rocky Mountains Director: Vice-President Weicker.

be used for another year they might be successful in breaking down the morale of our industry to the point where we would say 'Give us whatever you want and we will take it.' But that time has not yet arrived. You cannot break down the work of forty years in this short time. You cannot break down the work of the many groups which have striven to keep this trade together and develop it from its earliest stages to the point where it now is, and, while we have been delayed, I am still hopeful that

Ralph J. Wood



Reelected N.F.W.A. secretary

John L. Wilkinson



Continues as president of the National's Allied Van Lines, Inc.

the right will prevail, to the end that we may continue to develop this business of storing and moving household goods, under a Code of our own making and governed by members of our Trade. . . .

"If we went under the trucking Code, the only benefit we would have received is the registration of our trucks and the payment of our fees. So we really have not lost anything in this fight, as

far as the operation of the Code is concerned, but we certainly have gained something, in that we have been fighting for our own business; and, while it has been expensive and has resulted in a lot of wear and tear on the members of a committee, you cannot get into a fight that is so important without that condition."

The National has lost only 25 per cent in membership since 1929, Mr. Kennelly said in conclusion, but—

"Our numbers will grow. At a meeting of the board last night fifteen new

James D. Dunn



Again N.F.W.A. treasurer

members were admitted. We shall continue to be a force for good, as long as we hold tight to the high purposes of our organizers—the building of cooperative effort in the storage and moving trade. Selfish interest will not build anything. It may for the time result in someone's personal advancement or profit, but over a long period of time it will not be beneficial to our industry.

"Remember—if during these turbulent years just past we had not stood for principle first, and if we had taken any other course, we would have nothing to which those having principle could tie, awaiting and hoping for a better day.

"The business of storing and moving household goods will continue to be used by the public as in years past. It should improve from month to month. Let us keep faith. Let us keep trying. It is tough, but there must be and will be a way out."

Secretary's Report

IN his report as secretary, Ralph J. Wood, Chicago, said that "for the first time in several years it seems safe to say that prospects for the industry are definitely better for the coming year," the industry having gone forward "in spite of everything that has been done to delay our Code and hinder our progress toward organization and enforcement." The new year, he believed, "will doubtless see slow but continued

Oswald E. Latimer



Reelected southern vice-president

improvement, following the definite recovery of business in other lines, indications of which we see all around us."

There had been few membership resignations during the year, and although the association had "unprecedented financial drains," due to Code activity, it had been able to take care of these expenses.

Mr. Wood's formal report cited election of nine new members since the pre-

John G. Neeser



Again vice-president for eastern division

vious annual meeting but did not disclose the identity of the fifteen which Mr. Kennelly had mentioned. Reinstatements during the year numbered one; resignations thirteen; suspensions two; "out of business" two; and "membership discontinued" one.

Following the report by James D. Dunn, Detroit, as treasurer, President Kennelly commented that the net worth of the N. F. W. A. was \$23,000. He announced that the money which had been borrowed from local associations for Code financing would be returned to the lenders eventually.

Regional Reviews

IN his report, submitted by mail, as eastern vice-president, John G. Neeser, New York City, said that National members in his region had sent him "very guarded" answers to his question to them regarding prospects for 1935.

"There is a general feeling that the bottom has been reached," he continued, "and that an upturn can be conservatively looked forward to. While with few exceptions all reported a reduction in storage, many wrote that packing and moving had increased. Storage is of course the last to feel the depressing effects in general business, and is also the last to feel the improvement. We can be greatly encouraged by the reported improvement in packing and moving."

Based on a survey which he had made in preparation of his report, Mr. Neeser cited members' answers as indicating occupancy 72% in New England, 60% in New York, 67% in New Jersey, 40 to 60% in Pennsylvania, 65% in Maryland, 67% in District of Columbia; and improvement in Delaware. Decrease in storage was reported by operators in New England, New Jersey, Pennsylvania and Maryland; increase in gross but decrease in net due to added costs, in New

York; and increase in Delaware and District of Columbia. Moving and packing were reported better in New Jersey, Pennsylvania, Delaware and District of Columbia.

Oswald E. Latimer, San Antonio, southern divisional vice-president, reported that while business in the South had improved materially and prospects were brighter, "expense and overhead have increased almost in proportion with the increased business."

Storage was "about 50% off from its peak condition"; and, the great problem being what to do with unoccupied space, "it is going to be necessary for each one of us to figure out some type of business that will fit in with household goods storage."

It was apparent, Mr. Latimer declared, that companies not in sympathy with the household goods Code "are taking the major portion of the business from our members who are cooperating with the Government in trying to stabilize our business"; in fact, for five years past the chiselers "have made great headway during the depression, as there has naturally been a great demand for something cheap."

Long distance moving had continued to increase, and packing revenue to decrease, as a condition "universal throughout the South", Mr. Latimer said, and National members approved the new setup of Allied Van Lines and were optimistic about its future. He noted a tendency

Herbert B. Holt



Continues as western vice-president

toward favoring \$3,000 six-wheel equipment "which can be operated for about half the cost" of the large four-wheel van jobs which, formerly preferred, cost \$7,500 to \$10,000.

Mr. Latimer concluded with two recommendations:

1. Federal regulation of interstate truck operation handled by a special department of the I. C. C.

2. An N. F. W. A. committee to inves-

Oscar W. Thomas



Re-elected central division
vice-president

investigate the possibilities of a national advertising campaign for both A. V. L. and the National.

Reporting as central divisional vice-president, Oscar W. Thomas, Kansas City, Mo., amused the delegates by quoting pessimistic paragraphs from N. F. W. A. reports made at conventions dating to 1912, showing that worries and disappointments confronted the industry then as now. "Business bad" and "cheap competition" and "decrease in all departments" and "collections poor" and "below cost" are examples.

"In 1934," Mr. Thomas continued, "along came our Code, giving rise to the most tangible cause for optimism that has come across the warehousing sky. With the active cooperation of our Federal Government we were about to enter the promised land."

"In spite of able, strenuous effort on the part of leaders of the industry under the generalship of President Kennelly we seem to be in a more chaotic and uncertain condition than before we ever heard of Codes. Apparently our old Uncle Sam has too many bad nephews to discipline them all."

"Many of us feel that we have little to hope for from that direction, and that only through voluntary cooperative efforts can we solve our problems."

Labor conditions appeared to be more stabilized, Mr. Thomas reported, and Washington developments indicated that the Administration "is not as ready to accept as law the edicts and policies of certain leaders of organized labor who loudly proclaim that only through them can social justice be attained and the working man get a square deal." Factors having a tendency to stabilize, he added, included fewer new competitors entering the field; limited expansion; and new equipment confined almost entirely to replacements. Mr. Thomas concluded:

"Show me a warehouseman who

doesn't have his chin up and who will not tell you that business will be better in 1935."

Reporting, by mail, as western vice-president, Herbert B. Holt, San Francisco, obviously alluded to the Code situation when he referred to "the glittering bonanza dangled in front of our eyes under the title of 'N. R. A.'" The fact emerges that "after all," he commented, "the surest and most satisfactory way to make a living is to settle down and get back to business." He continued:

"I would hope that in the days ahead we could . . . turn back to the earlier purposes and ideals of this association and try to bring new life to our businesses through whole-hearted cooperative efforts to bring everyday practical assistance to our people through the medium of this organization and put behind us the idea that our distinguished Uncle with the high hat and striped trousers with straps under the insteps will somehow gather us under his arms and make us all happy again. . . ."

"It is conceded by many fair-thinking men as well as affirmed by General Johnson that the present N. R. A. leaders have drifted far from the original program and are headed for a bureaucracy which will be just one more burden for John Taxpayer to carry and another source of job for the faithful. . . ."

"The constantly increasing entry of Government into the conduct of private business presents grave food for thought. It may well cause one to look forward to the day when the Government will operate all business and everyone will be working for the Government hemmed in with all the red tape and inefficiency of typical Government bureaus and when private initiative will be stifled. You may say 'Impossible', but we have come further down that road in the past two years than we had in the previous two decades."

"The quicker we quit talking about Codes and get back to business, the better off we will be. Too much time has already been spent on that subject, and that is not intended as an indictment of any man. . . . I think we all should stop and soberly realize that we were chasing a will-o'-the-wisp and it's time to stop and go back to work."

Declaring that the National "is not truly representative of the entire industry"—a statement that would "cause a few lifted eyebrows but we are not doing ourselves justice if we refuse to face facts"—Mr. Holt offered the thought that "the efforts of the industry as a whole are being very much dispersed through too many organizations with different objectives and purposes and the industry is suffering thereby." He continued:

"History will show that those industries which have had strong, able and efficient central organizations have prospered, while those which have not had such organizations have not been successful. Regardless of the events which have led to the formation of other as-

Martin H. Kennelly



Director

sociations, and without intending to infer that any actions taken in the past may have been unwise or unjustified, I feel that some way must be found to rebuild the idea of one strong National association or else break up into several chains and abandon the idea of a single organization."

"If I am wrong don't shoot me, just lay it to the climate; but don't overlook facts and emulate the ostrich, because the matters at stake are too important."

In the western region, Mr. Holt concluded, there has been no appreciable business improvement in warehousing; "in fact, so far this year has been almost the worst since the depression." However, other lines seemed to be improving and "some are almost optimistic," he said, and it seemed reasonable to believe that "when Congress adjourns and quits tinkering with affairs, business in general will be able to continue its recuperation and our industry will profit along with the rest."

Labor Relations

IN his report, mailed, as chairman of the committee on employer and employee relationship, Clarence A. Aspinwall, Washington, D. C., directed the convention's attention to his report, from which he quoted liberally, as chairman on the same committee in January of 1932. The earlier document had emphasized the importance of providing sick benefits, vacations, life insurance and old age pensions, with employers and employees sharing the expense. In his current report Mr. Aspinwall commented:

"This report of your committee three years ago seems at this reading to have had something of prophetic quality and to have had somewhat less effect than the utterances of the prophets of ancient Israel. It is referred to now in the hope that it may direct the thought and attention of the members to the desirability of considering plans for setting up

S. J. Beauchamp, Jr.



Director

some scheme for employment insurance within the industry which might be less burdensome than a State or Federal Government-imposed plan."

An analysis, prepared for the Illinois Manufacturers' Association, of the proposed Federal Economic Security Act, was read by Mr. Wood at the suggestion of Mr. Kennelly. The convention adopted a motion that the Aspinwall committee be requested to keep the members advised of Washington developments in this situation.

At the request of Mr. Kennelly, Wilson H. Collin, Chicago, general manager of the Allied Van Lines, presented the financial report of the A. V. L. It showed that Allied had built up a surplus of approximately \$21,000 during the past year and a half. Allied has \$20,000 cash in bank, Mr. Kennelly told the delegates.

The report, received by mail, of C. F. Basil Tippet, Toronto, as chairman of the statistics committee, emphasized that today's conditions required, more than ever before, knowledge of man-hour cost statistics.

Local Moving

IN his report as chairman of the local moving department committee, W. W. Warren, Oklahoma City, reminded that "a vast number" of today's warehouse firms started out humbly as movers, draymen, haulers or truckmen. In the advancement and improvements made since, he said, many had "neglected in large measure at times the daddy of our institutions, 'the local moving department.'" He urged that more emphasis be placed on the value of maintaining this department, both because of its outstanding service to the public and because it built business for other departments and established contacts with the public.

Replies to a questionnaire, Mr. Warren announced, showed that 82% of 249 N.F.W.A. members believed it to be more profitable to use vans costing \$2,000 to

\$3,000 instead of more expensive equipment. Since early in 1933, moving rates had been increased 10% to 20%, depending on location. Of 257 members reporting, 67% were receiving \$3 or more an hour for van with helper and driver. And competitive moving rates were 25% lower than those quoted by National members.

"An item of extreme importance," Mr. Warren added, "is this—with rates lowered in 1931 and 1932, the members reporting did only 30% of the local moving in their respective communities. In late 1934, with rates increased 10% to 20% generally since 1932, 38% of the local moving went to members of N.F.W.A.—an increase of 8%, or 26% more than the amount done in 1932. Labor costs have increased approximately 10% since August, 1933. Notwithstanding, it does appear some progress has been made, for there is a note of optimism and in some sections reports of profit having been made.

"Rates are apparently being maintained in most cities and especially where there are local associations; much improvement is yet to be made, and it does appear that it is not thought to be practicable to attempt to meet non-member competition unless by so doing we maintain other business now enjoyed."

Sales Promotion

IN summing up the problem of sales promotion, Walter P. Thiebault, Chicago, said as chairman of the sales promotion committee, that the warehouseman must ask himself the following seven questions:

"1. Is our warehouse modern and a credit to the community in which it is located? 2. Is our equipment as good as our competitors'? 3. Is everyone in our organization courteous to our prospective customers? 4. Do we advertise in a constructive manner? 5. Is the price of our service worth the charge that we ask? 6. Do we practice the Golden Rule?

"If we can answer 'Yes' to all these questions and our business still continues to decrease, then it must follow that the seventh question is: What is wrong with our sales?"

Quoting from his 1933 report, Mr. Thiebault said:

"The smaller operator, if a non-member, very often gives the impression to the public that the larger warehouse companies, with their expensive buildings and large overhead, could not operate as cheaply as they."

The chairman added:

"The public is beginning to believe it and we must find some means of combating this evil. Today this propaganda has become such a menace that we find cases where some of our old customers do not even give us the opportunity to figure on their work but take it for granted that the propaganda is true. . . . What can we do to make the public realize that our services cost them no more and that we can give them the use of our more elaborate equipment because of our larger volume of business?

"We used to consider it beneath our dignity to speak of the moving end of

James E. Mulligan



Director

our business, but always spoke of being in the storage business; but I think it is time we got down off the pedestal that we have been standing on and get closer to our prospective customers' viewpoint."

As one way of meeting the problem in Chicago, Mr. Thiebault announced, it was purposed to eliminate the diversity of charges on estimate sheets heretofore used. "We intend," he explained, "to put all of these items under three headings whereby we will be able to give the customer a price on storage, moving and packing."

"Initial Storage Expense"

TO what extent is the initial storage expense a storage deterrent? James J. Barrett, Chicago, made this the title of his report as chairman of the packing department committee. By "initial storage expense," he explained, was meant "packing at the residence, packing at the warehouse, removal to warehouse, and warehouse labor," and he outlined reasons why often the customer decides, after getting quotations, not to place his goods in storage, but, instead (1) sells the goods, or (2) stores in basement, attics, garages, or with relatives, or (3) finds it more economical to remain in the residence, or (4) stores with a cut-rate storage concern or with one which makes a practice of doing moving and packing at cost, or which will take an occasional loss on these services in order to control the storage.

"Many warehousemen feel," Mr. Barrett said, "that storage volume can be increased by greatly reducing the initial expense of storage. Many others doubt whether storage demand could be increased by so doing; but if it did, they do not believe the increase would be sufficient to absorb the loss that would be taken in the moving and packing services, should rates for same be reduced below their present levels."

Mr. Barrett disclosed that he had sent

out a questionnaire asking "Do you believe a substantial reduction in prevailing packing and cartage rates would be a storage stimulant?" He quoted from replies received from all parts of the country, and added: "It is certainly apparent that our industry is divided in its opinions on the question of whether a lower initial cost of placing goods in storage would be beneficial."

Mr. Barrett offered an analysis which his company (Empire Warehouses, Inc., Chicago) had made of 560 prospective storage jobs which it figured on in 1933 and 1934 but did not get; total storage involved was \$5,240, the average monthly rate being \$9.35, and "here is what happened to them":

3% stored with relatives or in basements. Jobs, 14.

39% lost to competition. Jobs, 221.

44% re-rented apartments or sub-leased furnished. Jobs, 244.

4% sold furniture.

10% moved to other apartments, or in some cases to other cities where goods were sold at lower rates. Jobs, 58.

"Many of us have heard," Mr. Barrett said, "that the disposition some storage prospects make of their goods rather than place them in storage is the result of the economic conditions prevailing during the past four years."

"That is exactly what we also thought, so keep that in mind, because you are now going to be told what happened to 694 prospective storage jobs that we figured on and did not get during 1929 and 1930 when conditions were considered at least normal."

In this instance the total storage involved was \$6,250, the average monthly rate being \$9; and "here is what happened to them":

4% stored with relatives or in basements. Jobs, 27.

44% lost to competition. Jobs, 302.

35% re-rented apartments or sub-leased furnished. Jobs, 246.

7% sold furniture.

10% moved.

"This study would be matched probably by other concerns who check back over their records," Mr. Barrett concluded, "and it is problematical whether something could be done to stimulate storage inquiries or to make it easier for members of this association to secure a greater percentage of that business on which they actually quote but which no warehouseman obtains."

Following a brief verbal report by George E. Butler, New Orleans, as chairman of the storage department committee, the delegates discussed at length the problems which had been presented by Mr. Warren, Mr. Thiebault, Mr. Barrett and Mr. Butler; and the situation was considered as of such importance that it was voted that papers and discussions be incorporated into a single pamphlet for immediate distribution to all N. F. W. A. members immediately after the convention.

During the discussion President Kennelly threw out the thought that many companies might do well to alter their

corporate names so as to restore the word "Moving" therein. Other points emphasized, by Charles S. Morris, New York, and others, were:

That the inception of today's warehouse business was the moving business; that the warehousing have been built from income derived from the moving business; that moving jobs bring small storage lots; that new warehouse companies are developing out of new moving companies; that moving is a direct feeder to the storage business, and that if the warehouseman does not go after it, others will and thus become direct competition.

Jackson W. Kendall, Pasadena, suggested a change in the name of the N.F.W.A. to one which would imply both moving and storage; he alluded to the action by the California group in altering its title to include the word "Van".

R. V. Weicker



Director

The Elections

AS chairman of the nominating committee elected at the 1934 convention, James F. Keenan, Pittsburgh, presented the slate of officers and directors for 1935. The personnel appears on page 17.

Then followed the election of the nominating committee which will prepare the slate to be offered at the 1936 convention. The following were elected:

Chairman, Walter E. Sweeting, president Atlas Storage Warehouse Company, Philadelphia.

Representing eastern division, Charles D. Morgan, treasurer Morgan & Brother Fireproof Storage Warehouses, Inc., New York City.

Representing central division, Anthony V. Cresto, treasurer Federal Van & Storage Co., Kansas City, Mo.

Representing southern division, E. M. Bond, president Bond, Chadwell Co., Nashville.

Representing western division, Dean C. McLean, president Lyon Van and Storage Company, Seattle.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

A.V.L. Meets

THE Allied Van Lines, Inc., the National's long distance hauling organization, held a meeting and elected officers, John L. Wilkinson, Charlotte, N. C., again being chosen president. The personnel appears on page 17.

A. V. L. voted that a committee be appointed to study the most suitable truck equipment for economic operation.

It was voted also that the Chicago headquarters assemble statistics on household goods operations with a view to effecting reductions in public liability and property damage insurance rates on vanloads. Wilson Collin, Chicago, Allied's general manager, stated that the group's insurance committee would tackle this problem.

President Wilkinson announced an educational program under which Mr. Collin would personally go out into the field to contest N. F. W. A. and A. V. L. members during the months ahead.

The Code

DISCUSSION of the Household Goods Storage and Moving Trade NRA situation had been placed on the printed program for the opening day, Monday, but was deferred until Thursday pending developments at Washington.

During the Allied's meeting, on Thursday, Mr. Kennelly, chairman of the Trade's temporary national Code Authority, interrupted the discussions to announce that he had received word from C. Van Wyck Mott, a Washington, D. C., member, to the effect that NRA authorized Mr. Kennelly to tell the convention that the Trade was to have its own Code permanently, independent of the trucking pact.

Mr. Kennelly emphasized that the news was unofficial, but his announcement was greeted with a tremendous demonstration of applause, cheers and stamping of feet.

As pictured by Mr. Kennelly, operators in the smaller cities, from 50,000 to 125,000 population or less, would be eliminated from the household goods Code; this was satisfactory, he said, believing that the eliminated territory could be incorporated at a later time.

The result would have a far-reaching effect on the industry, Mr. Kennelly declared. He reviewed the difficulties which the Trade had encountered at Washington, recalling that every time the committee "got to the top" in NRA, it was favorably received, but that "down the line" in the NRA, the Trade's operators were looked upon as second-hand movers comparable with the dump truck and scavenger operators.

Mr. Kennelly said he had just been told over the telephone from Washington: "You will have a Code. It is just a question of detail."

Mr. Kennelly announced that as soon as official word had been issued at Washington, the permanent Code Authority (elected by the Trade some months ago) would be called together. He indicated that the fourteen regions as currently set up might be consolidated into ten.

(Concluded on page 36)

Mayflower Fostering Plans to Build New Business for Its Members

Program Is Announced at Indianapolis Convention, and the Delegates Promptly Back It with Subscriptions to Finance First Year's Effort—
J. P. Ricks Is Elected the Association's President for 1935.

By KENT B. STILES

ANNOUNCEMENT of a plan of intensive research with a view to developing new side lines to the household goods business of members of the Mayflower Warehousemen's Association was made by the group's retiring president, R. T. Blauvelt, East Orange, N. J., at Mayflower's fourth annual convention, held at the Columbia Club in Indianapolis on Jan. 24-27. The plan, details regarding which were not made public, contemplates also efforts to attract new merchandise accounts to plants of Mayflower members engaging in commercial storage.

Within a few minutes after Mr. Blauvelt had ceased outlining the program thirty-six members of the association subscribed \$4,380 in signed pledges in support of the plan; and it was indicated that approximately ten thousand more would be sought from the membership for the first year's financing. How the money would be spent was not made known at the convention, as Mayflower's leaders felt that the ideas being fostered should be kept guarded at this time.

J. P. Ricks, Jackson, Miss., was elected Mayflower's

president for 1935, in succession to Mr. Blauvelt, who had held the office since the association was organized. The group's membership having grown from 242 to 275 during the past year, the number of directors was increased by two, to seventeen. The personnel of officers and directors appears on the opposite page.

It was announced that Mayflower was to become incorporated, with its title to be registered in each of the forty-eight States.

Paul V. McNutt, governor of Indiana, and Ted V. Rodgers, president of the American Trucking Association, Inc., and chairman of the national Code Authority for the trucking industry, were convention speakers.

Mayflower went on record approving *Distribution and Warehousing's* Directory policy with regard to publishing information about warehouse companies' motor freight facilities.

A summary of reports and discussions at the Indianapolis meeting, the largest in the association's brief history, follows:

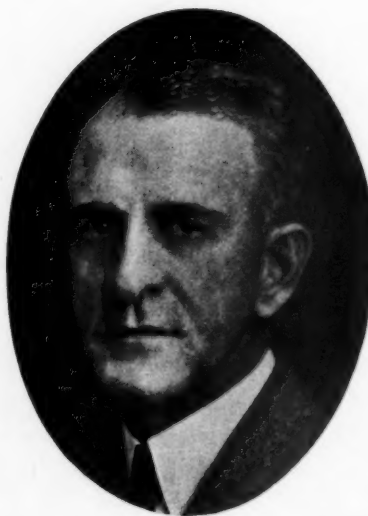
IN a brief verbal report as the retiring president, Mr. Blauvelt said that new plans and a New Deal were in prospect for the association. Aero Mayflower Transit had made "notable progress" during the past year, he stated, and its future depended on the interest exhibited in the Mayflower W.A.

E. S. Wheaton, Indianapolis, the association's secretary, commented that the attendance was so large that the Columbia Club could not accommodate all the delegates, and the overflow had to be taken care of at a nearby hotel. He alluded to the Mayflower as "the most talked of and most thought of" among associations. Conditions, both generally and within the industry, were better today than a year ago, he declared.

Mayflower association's membership was 275 companies, plus nine branch firms, with all being Aero Mayflower agents, Mr. Wheaton announced; and Aero Mayflower agents total 288. This compared with 242 association members and 316 agents a year ago. Hereafter all new agents taken on would be required to become Mayflower W. A. members.

Alluding to the Household Goods Storage and Moving Trade Code association, Mr. Wheaton reported that Mayflower

J. P. Ricks



Newly-elected president of
the Mayflower Warehouse-
men's Association

members had subscribed \$657.50 to finance the work of Mayflower's four representatives on the temporary national Code Authority—R. T. Blauvelt, East Orange, N. J.; C. J. Neal, Cleveland; Daniel P. Bray, Kansas City, Mo.; and R. R. Sutton, Pasadena. Also that the Mayflower had loaned \$500 to the temporary Code Authority.

Various speakers urged Mayflower members to register under the Code for the trucking industry.

In an address to the delegates, Governor Paul V. McNutt of Indiana said that "transportation is one of the most important problems now before the American public"—one which "vexes those who are charged with the responsibility." He continued in part:

"The highway has become not only a right-of-way for the citizens generally, but it has become a right-of-way for those engaged in public service. The highways, of course, have been paid for, principally, in this State, by gas taxes. There are those who have urged that the sums paid for such taxes constitute sufficient contribution on the part of those who are engaged in public service. There are some fallacies in such an argument. If one compares the present situation in the transportation field with that ten

1935 Personnel of Officers of the Mayflower Warehousemen's Association

President, J. P. Ricks, president Ricks Storage Company, Inc., Jackson, Miss.
Eastern Vice-President, Edw. C. Spargo, president Bridgeport Storage Warehouse Co., Bridgeport, Conn.
Central Vice-President, A. H. Naish, president "A1" Naish Moving & Storage Co., Cincinnati.
Southern Vice-President, K. K. Meisenbach, president American Transfer & Storage Co., Dallas.
Western Vice-President, Charles J. Weber, president Available Fireproof Warehouse, Inc., Chicago.
Pacific Coast Vice-President, Ray R. Sutton, secretary Pasadena Transfer & Storage Co., Pasadena.
Secretary-Treasurer, E. S. Wheaton, Indianapolis.

Directors for two years each: Willis F. Day, Sr., president Willis Day Storage Co., Toledo, Ohio; Harry P. Ferriss, president Ferriss Warehouse & Storage Company, Pensacola, Fla.; A. L. Hernandez, operating executive Southern Transfer Co., San Antonio; W. E. Hibbitt, president Lawrence Warehouse & Distributing Co., Sacramento; Godfrey E. Santini, president Santini Bros., Inc., New York City; L. E. Stone, president White Line Transfer & Storage Co., Des Moines; K. M. Wald, president Wald Transfer and Storage Co., Inc., Houston.
Directors for one year each: R. T. Blauvelt, president Lincoln Storage Warehouse, West Orange, N. J.; Paul R. Carroll, manager Trowbridge Storage Company, Columbus, Ohio; T. Edward New, president Bell Storage Co., Inc., Norfolk, Va.

years ago or twenty years ago, he is met with the realization that other facilities in those days bore a comparatively heavy share of the cost of the Government. Due to the change in modes of transportation, the values attached to these properties ten or twenty years ago have declined to such an extent as to make a very serious problem, particularly for local political subdivisions. The result has been that the States, as such, have been called upon to help local political subdivisions in carrying the necessary expenses of the government.

"For example, in this State, the State Government, as such, pays one-third of the cost of the public schools. The State Government, as such, sends back to local political subdivisions \$25,000,000 each year to enable these subdivisions to carry on the necessary governmental activities. Necessarily, the State Government has had to look for sources of revenue.

"There are two principles which must apply in finding such sources: (1) To reduce the cost of government to a minimum; and (2) to make an equitable distribution of finances. I hope that all of our State Governments will be able to adopt a scheme as nearly uniform as possible.

"In dealing with these problems as they affect you, I know that the Mayflower corporation has had some rather unhappy experiences in other States, which, I understood from the Commissioner yesterday, had been adjusted. That can be done, certainly, but the differences between States in dealing with interstate transportation agencies have made it hard, not only for you, but an unsatisfactory problem for administrative offices.

"We are hoping that we will be able, through various gatherings of representatives of State Governments, to bring about some uniformity in dealing with these problems. But it is hard to bring about uniformity in law on questions of this nature. We have commissioners appointed to work out uniform laws. They have been meeting for a number of years. They've done some very valuable work, but it is a curious thing—even the most important of these uniform laws, when presented to the Assembly, emerge with so many amendments that they are entirely different laws as they are passed than when they were presented. So we know in the beginning that uniform law is not possible, but we feel it necessary

to come as close to uniformity as possible, knowing that we are dealing with human beings.

"You gentlemen are engaged in one of the growing industries. You have an important part to play in the development of the next decade. In these days one does not claim to be a prophet, or the son of a prophet. As a matter of fact, many of us are devoting some time to combating the wave of pessimism which we find engulfing us occasionally. It's not unusual that we should feel pessimistic. Just a few years ago we had all the things the writers of Utopian literature thought necessary for the perfect state. We had plenty of money. We had millions of hands to work for us.

Ernest S. Wheaton



Reelected secretary and treasurer of "MayWA"

We had peace of mind. We had no worries as to the course of our industries. Their future success seemed assured. And yet at that very moment, the shadow of a great economic disaster came across us, and it became necessary for us as a people to make one of three choices.

"First, it would have been possible for us to beat a retreat, and follow the example of some of the countries of Europe and try to find relief in a dictatorship, or a revolution, neither one of

which has a place in America or in the lives of the American people.

"We had a second choice. That was to dig ourselves in and merely attempt to preserve what we could of our resources. But we could not stand still. We had either to move forward or backward.

"Happily, the faces of the American people have been turned forward. Therefore, it left for us but one choice, if we would be worthy of the traditions of this great nation. There was but one choice to make in our darkest hour and that was the choice made by that great commander, General Foch, during the battle of the Marne, when everything seemed the darkest, and defeat almost certain, when he sent this message in a letter to Marshall Joffre: 'My right has been rolled up. My left has been driven back. My center has been smashed. I have ordered an advance from all directions.'

"That is precisely what the American people are doing today. They are ordering an advance from all directions, a charge to move forward; to work out and solve our problems; to bring about a better condition in the United States of America.

"I, for one, feel that these shadows which some say are the lengthening shadows of the dusk in the United States of America are not the lengthening shadows of the dusk at all; they are the shortening shadows of another day. Certainly you gentlemen will have your place in the sun of that better day."

In his report as retiring central vice-president, W. L. Stodghill, Louisville, said that the major problem confronting the industry was to find ways to fill vacant household storage space.

J. P. Ricks, Jackson, Miss., retiring southern vice-president, read excerpts from letters received from Mayflower members in the South indicating generally better conditions in most of the cities represented.

Daniel P. Bray, Kansas City, Mo., retiring western vice-president, reported household storage as having held up "fairly well", with bank deposits and railroad transportation improved. "People have recovered from the shock of the industrial chaos," he said.

William J. Norton, Los Angeles, retiring Pacific Coast vice-president, reported "optimistic feeling," and said that most of the eighteen Pacific Coast members of Mayflower were putting on new equipment.

Discussing plans for incorporating the Mayflower W.A., Secretary Wheaton told the group that neither the American Warehousemen's Association nor the National Furniture Warehousemen's Association was incorporated, and that the Chamber of Commerce of the United States had informed him that there was no particular advantage to a trade group incorporating unless it intended to operate extensively in such lines as real estate. However, Mr. Wheaton announced, the Mayflower's board of directors had, at a meeting on the previous day, authorized that the Mayflower W.A. be incorporated.

This action required several by-laws amendments by the convention. One provides that if a member resigns or is suspended, or if membership ends for any other reason, the member will lose all right to any interest in the assets or property of the corporation.

Mr. Wheaton disclosed that the directors had decided that "Mayflower" is to be registered by the new corporation in all States.

Mr. Ricks presented an explanation of Mayflower's guarantee of charges on rail shipments, and said that the group's shipping rules had been patterned on those of the National F.W.A. During discussion of this subject it was voted that the various forwarding companies be supplied with Mayflower's membership list.

In his report as chairman of the com-

K. K. Meisenbach



Southern vice-president

mittee of standard forms and methods, Mr. Bray said that standard household goods and merchandise forms were being worked out. Carl F. Wittichen, Birmingham, stressed the importance of uniformity throughout the Mayflower organization. Mr. Bray announced that the "best forms possible" would be presented at the 1936 convention.

"Advertising" was discussed, and the delegates were in agreement that the newspaper "ad" cuts supplied by the association were working out satisfac-

R. T. Blauvelt



A director

torily. Secretary Wheaton announced that envelope stuffers were being prepared. Also he asked the members to send him suggestions for an association slogan.

During discussion, led by K. K. Meisenbach, Dallas, as to what the association should do toward the development of new sources of revenue, President Blauvelt announced that four years of thought on the subject of Mayflower's leaders was now being brought to a focal point. "Change has fastened its hands of misfortune on our industry in so many places," he said. "What are we going to do about it? Are we going to profit from it?"

And so a research or survey department, a laboratory which would serve as a trade promotion department, was to be created. "What are we going to do with these buildings we have and with the business we've built up?" he asked. "We cannot sit by complacently. We must begin to look afield. There is something over the hill we are climbing—something we can make use of."

Knowledge, money, intelligence, and experience were needed for members' protection in any side lines which the members might go into, he said.

Alluding to Mayflower's intention to register its title in every State, Mr. Blauvelt said this was a safeguard as the start of the proposed plan to devise ways and means of developing side line operations for Mayflower's members.

Stating that a "sufficient fund" of money must be raised to finance the program, Mr. Blauvelt outlined an assessment plan divided into brackets as follows:

\$30 a year, or \$2.50 a month.
\$50 a year, or \$5 a month.
\$120 a year, or \$10 a month.
\$240 a year, or \$20 a month, which would be the maximum.

On this basis, with payments made quarterly, enough money would be raised to put the necessary machinery to work,

he said, and he pledged his own company for the maximum \$240 a year. How the money was to be spent was not yet known, he added, but it would not be for high priced agencies or research men. He suggested that approximately \$15,000 would be needed, although not all of it would be necessarily spent.

Printed subscription blanks were distributed and Secretary Wheaton reported to the convention later that thirty-six companies pledged a total of \$4,380 toward financing the first year of the program. The pledges included one for the maximum by Burnside Smith, president of Aero Mayflower Transit.

Discussion of this subject was continued through members telling the group the various kinds of side lines they had been developing. As a striking example, L. E. Stone, Des Moines, said that his firm, the White Line Transfer and Storage Co., had gone into the forwarding business; was operating about 700 miles of certificated highway, as the White Line Motor Freight Company, with pick up and directory terminals in different cities; operated cold storage for furs; did carpet and rug cleaning; sold used furniture, mostly second hand lots out of storage; sold new furniture, including carpets, rugs and electric refrigerators; engaged in field warehousing, taking over canning factories; was in the beer business for a while but discontinued it; handled contracts for liquor, with armored trucks equipped

R. R. Sutton



Pacific Coast vice-president

with machine guns; and did a contract trucking business, leasing trucks to others for city deliveries.

Other speakers told of selling chemicals, on a commission basis plus storage and handling rates, for ice plants and mechanical refrigerators; acting as direct sales agents for manufacturers, thus eliminating middlemen and cutting the manufacturer's overhead; and reweaving imported rugs.

The first year of the operation of the Merchandise Warehousing Trade NRA

Charles J. Weber



Western vice-president

Code of Fair Competition was discussed, and opinions expressed were sharply in contrast as to its success and as to its future. Several of the merchandise members said flatly that they would not become Code subscribers in 1935. Others reported that the Code had cost them some of their principal accounts, some to brokers and some to pool car distributors. One claimed he had lost about two-thirds of his merchandise storage accounts. It was generally conceded that the Code had resulted in rate stabilization, but it was complained that the pact was not being enforced a hundred per cent and that railroads and others were engaging in the storage business without complying with the Code and doing so at rates cheaper than those quoted by Code subscribers.

The motor freight line policy adopted by *Distribution and Warehousing* in connection with the magazine's 1935 Warehouse Directory was explained by Kent B. Stiles, New York, the publication's editor. This involves granting warehouse firms the privilege of including, in their Directory listings, information having to do with their motor freight line facilities. Motor freight lines not actually owned or operated by warehouse firms were not given Directory listings, Mr. Stiles told the group; and the advertising of "outside" motor freight lines was neither solicited nor published.

The association went on record unanimously in support of the publication's motor freight line policy as outlined by the speaker.

Rodgers Speaks

The group was addressed by Ted V. Rodgers, president of the American Trucking Associations, Inc., who said that while progress had been made in eliminating trucking Code chiselers, "more education is still needed."

No type of regulation could be expected to be perfect, Mr. Rodgers de-

clared, and he predicted that some phases of the present Code would be continued "regardless of whatever else happens." He anticipated that Coordinator Eastman would include the best features of the Code in any regulation decided on; meanwhile the Coordinator's proposal had not yet been sanctioned or approved by the American Trucking Associations. The Reyburn bill of last year was "essentially a railroad measure," he said. "The A. T. A. will oppose any bill against your industry, and back any bill for it," he promised. He said he expected a square deal from the present Congress.

From personal conference with Mr. Roosevelt, Mr. Rodgers told the group, he knew that the President was particularly interested in safety for vehicles on the highway. He said that the President was told at the conference that the trucking industry paid more taxes, employed more labor and controlled more votes than any other industry in the country. He said he was assured by Mr. Roosevelt that trucking need not be afraid that there would be drastic regulation.

Declaring that the American Trucking Associations, Inc., was "the only spokesman you have at Washington," Mr. Rodgers announced that under Code operation nine regional compliance officers, staffed with attorneys, were to be set up, and that field men would be sent out to work on rates as well as compliance. He paid a tribute to W. L. Stodghill, Louisville, a Mayflower W. A. member, for service as a member of trucking's national Code Authority.

Commenting that 804 trucking bills had been presented in forty-three State Legislatures at current sessions, Mr. Rodgers concluded by warning the group that "any bad bills passed" had a tendency to influence legislation in other States.

Aero's Progress

Burnside Smith, Indianapolis, president of the Aero Mayflower Transit Co., said Aero Mayflower increased its volume 50 per cent during 1934. He attributed this gain to (1) improved conditions, and (2) increased interest put forth by Aero's agents. The 1935 program would "mean a lot" for Mayflower W. A. members, he assured, but "we must guard against pitfalls." Aero Mayflower would improve its service, he promised; and where the quality of Mayflower W. A. set-up might be weak anywhere in the country, the situation would be corrected. By April 1, Mr. Smith announced, Aero Mayflower would be equipped to service at least 25 per cent better than in 1934, and would be getting volume it had not been expecting to get for years.

Mr. Smith said he looked forward to the time when all Mayflower W. A. members would be stockholders in Aero Mayflower Transit. Of Aero's original twenty-two booking offices, he said, all had now been eliminated except the ones in Washington, Pittsburgh, St. Louis, Chicago and Indianapolis. He urged the Mayflower W. A. members to interest themselves more definitely in the Aero

A. H. Naish



Central vice-president

Mayflower van drivers as being their own representatives. Aero Mayflower was today operating in all forty-eight States, he concluded.

Clarence J. Neal, Cleveland, Aero Mayflower's treasurer, told the group that with legislative and labor conditions what they are today, and are going to be, household goods warehousing could not do its own long distance hauling and that "Aero Mayflower is the solution." Warehousing as an industry was facing a rather lean year in 1935, he declared, and "whether we like it or not, the long distance business is sapping away our storage—you can see it every day." Accordingly, in his opinion, "we in the Mayflower Warehousemen's Association are the best prepared in the United States" to meet this situation. He urged the association's members to interest prospective agents in localities where Aero Mayflower is not now represented.

During a talk on selling Mayflower service, Secretary Wheaton offered the estimate that today there was \$500,000 worth of household goods stored in the warehouses of the association's members.

The convention was concluded with the election of officers. The personnel appears on page ?? On motion by K. K. Meisenbach, Dallas, it had been voted to increase the number of directors to seventeen, from fifteen.

On behalf of the association, retiring President Blauvelt was presented with a writing set.

R. M. Leicht Honored

As the Green Bay, Wis., citizen who in its opinion performed outstanding community service during 1934, Raymond M. Leicht, secretary of the Leicht Transfer & Storage Co. of that city, became recipient of the local Junior Chamber of Commerce "distinguished service award" medal at a testimonial dinner held at the Hotel Northland in Green Bay on Jan. 22.

Common-Sense Management Can Outwit Rising Costs and Diminished Volume

By
H. A. HARING

Part III

IN this issue of *Distribution and Warehousing* we continue, and complete for the present, what was begun in December to show how common sense in warehouse management has built up profits, for a few houses, during the years of depression. This presentation is made in the hope that, as business swings into greater volume, others in the industry might be able to meet changing conditions and earn a profit for themselves.

During the intervening weeks, through chance meetings with warehousemen and through correspondence, quite a number of further hints have come to our attention. Some of these are almost childish in their nature and yet have proven to be effective in cutting the cost of operation. Others involve installation of special equipment for specialized warehouse services, or for the better accommodation of certain accounts (notably whiskey and other liquors, cigarettes, candy, refrigerators and soap).

Far more in number than any other are the "kinks" described to me by warehousemen for economizing in their labor.

The Code regulations as to minimum wages have, to all appearances, made the warehouses give thought to their lowest-paid labor. Prior to the NRA pacts this labor, like everything else that is "cheap," was lavishly used. Now that it receives a higher hourly rate the employer has decided either to get his money's worth or to rid himself of the men. And, in this particular, about as many suggestions have come to us from large distributors who do not patronize the public warehouses as from warehousemen—a fact which indicates that the problems of management are identical with private and with public storing.

It is probable that, in a few months, these accumulating "kinks" in management will be gathered up and presented to our readers so that the industry as a whole may benefit from lessons learned by the few who have ventured to experiment with these problems. For the present we shall quit this subject, which has already expanded far

beyond our own expectations when the original presentation was undertaken for December.

The matter is, however, tremendously important.

The industry has invested time without stint, and many tens of thousands of dollars of money, in order to institute a Code. The benefit is known to all. Each warehouse, each year, lays out a fair percentage of its income for the solicitation of new business. It must do this in order to live.

Yet few houses—ridiculously few of the five or six thousand in the country—have expended a single hundred dollars or given a single whole day's time of the managing executives to a study of how to cut their operating costs. They have, of course, reduced this and that: sheer necessity had compelled a retrimming of the budget to depression income. We refer, however, to the bigger problem of management—namely, that of rendering the same or better service at less cost in man-hours.

Here is the key to real profits. It is the only way to profits in a depression; and, as volume grows, it will swell and multiply net earnings from greater income for storing and handling goods.

More has been done—in the judgment of ourselves—by those distributors who store privately than by the public warehousing industry. When, therefore, we dig into this subject for further information we shall investigate what private storers can teach the industry. To do this will hurt our pride, because the professional storer ought to lead in improvements and not allow those outside the industry to pioneer the way. But, unless our information is wide of the truth, far more progress in economical use of warehousing facilities has been accomplished outside, than inside, the industry. Private storing has cut the cost of handling by turning its thought to problems of management and not running wild to solicit new accounts and not trusting to some Government-given Code to turn red ink into black!

ONE way to modernize the house is to install interior telephones. They save footsteps; they save man-hours.

Many warehouses have such a system; and, to a modern thinking man, there is no great need of argument. We know from personal experiences that modern business without the telephone would be impossible. The same condition extends inwards into the warehouse, for communication between office and house or from one floor of the house to another.

Your foreman, on the fourth floor, is employed to oversee and plan the work for his crew. You pay him for so doing. If you instruct the elevator man to stop on the fourth floor and yell out a mes-

sage that the foreman is wanted in the front office, you compel the foreman to leave his work. Two or three minutes may suffice for the errand when he reaches the office. But, from the time he drops the job on the fourth floor until the moment he gets back, fifteen minutes may have elapsed. More often it spreads to half an hour, because once at the office he thinks of other things; he stops for a smoke, or for a joke with another foreman whom he meets in the entryway.

All that time, up on the fourth floor, the work may be at a standstill. Your crew may be the best fellows in the world but it is human nature that, suddenly let off from supervision, they will

follow their own ideas about working, resting, gabbing. These are the moments, as explained to me by one warehouseman, "when plots for pilfering are hatched up." Moreover, the summons to "come down to the front office" may catch the foreman in the midst of something important, such as giving directions to his crew. If he drops the work at that point, they have no choice other than to sit down while he is gone.

Were you to watch your men, unobserved and unsuspected as a sort of "surprise" test, you might learn some things of this sort. You would not be the first employer to be distressed over the high cost of not telephoning.

The telephone saves footsteps and

time. A typical experience is this one:

"If a rush job comes in we used to call two or three men from the first place we could find them. They went up to the proper floor, collected the goods and brought them down. With our new telephone system, we only have to call the fourth floor and they send it down the elevator. Not a man leaves the floor.

"Usually, too, the rush job is off our hands in about a third the time it used to take."

A house telephone, rather unexpectedly, does another thing, as explained by one of the best managers known to me:

"Since we have had interior telephones we can divide up our men. Some fellows are best at handling goods but every time they come to the delivery platform they rumple up the drivers. Other fellows can work wonders with jobbers' truckmen who come here. There are a hundred little tricks about getting those outside fellows to lend a hand, keeping them good humored, salving them so they won't make mountains of inconsequential damages to the goods.

"So, with the telephone, we keep different crews apart. Some never come to the first floor, others never get above it. Our handling upstairs is improved and our friction downstairs has disappeared—mostly because we can divide the work."

Three Shifts of Men

THE depression has made "double shift" almost a joke, because most concerns in manufacturing have worked less than a five-day week. When, therefore, a warehouseman mentions "three shifts" and is serious about it he tempts a question.

The warehouses have found it a benefit to continue the three shifts, even with reduced volume, because that plan facilitates getting the work done. If volume justifies three shifts it is unquestionably the economical way to handle the house. The clutter of goods passing in and out is avoided and every lot going through the house is speeded up.

Success of the plan hangs principally on being able to provide work for the full eight hours of the two night shifts. The day shift is always employed. Extra skids to unload, railroad cars on the siding, trucks to unload or to prepare for tomorrow's trip—these are the "dream" of every warehouseman. Sometimes planning well ahead is required to provide this background of work to do. Whenever, on the other hand, three shifts can be utilized, the warehouse loses all that mad rush to "make empty" this equipment or that, from railroad cars to skid platforms. The house also can have a clear platform at 7 A. M. and every incoming truck empty and swept by 5 P. M. I do not know a three-shift warehouseman who would go back to one or two shifts if he could possibly avoid it.

This subject is here mentioned as a suggestion for any warehouse which has never required three shifts. Do not be

too sure it will not be profitable, even now!

Elevators

ELEVATORS are so commonly mentioned by the warehousemen that it hardly requires place here.

Warehouse operations are slowed up by inadequate elevators. The modern house is well equipped; and, for that matter, even the older houses have rebuilt this part of equipment more often than any other. The good elevators, as one visits warehouses, are very good. The poor ones are awful.

If I wanted a job selling anything to warehouses I would not hesitate an hour. I would tie up with a manufacturer of elevators and try that!

A timing of wasted man-hours would convict many a manager of being unworthy his salary. Wheezy motors; gates that require a man to raise and lower; old-fashioned gates which must be lifted off by hand and carried around the corner and then brought back again; darkness so that hand-trucks overrun the platform and crash into the wall or through the gate; elevators badly placed with reference to loading sill, or badly placed for the upper floors; elevator floors so worn and frayed that a caster catches; but, most of all, elevators ten years out-moded or running gears which waste three times as much electric current as they should use—such things are so frequently to be observed that sometimes I am ashamed of our industry.

In addition to these defects, a warehouseman may well consider the automatic elevator control, particularly if he operates more than four floors. The wasted man-hours are staggering to any one who thinks of efficiency. The days are gone—in these times of smaller deliveries and rising costs—for the crew to accompany a hand truck up and down the elevator shaft. Good management, with an eye to man-hours, assigns one crew to the upper floor and another to the first floor. There is little need for the men to travel up and down.

Elevator equipment, properly modernized, will save money.

Elevator management can save far more. It is not only the operation of the equipment itself; it is also the getting of goods into and off from the elevator, the piling up of idle man-hours "at the gates" and the waster time "waiting" that shock an observer.

Other Electrical Equipment

CLOSELY allied to the elevator is the whole problem of electrical equipment.

Overhauling is profitable. We have cited one instance, a house new in 1925, where the expenditure of \$3,100 has cut the monthly bill for current by 100 and dispensed with the time of one man. Another warehouse, by investing \$2,500, mostly for new motors in the warehouse shop and garage, calculates "that we are saving that much the first six months, or about \$400 a month." Worn-out connections, highly frictioned bearings and pulleys and uneconomical

"slowness" were costly. The changes have brought immediate economies.

"With electrical equipment the owner never sees the working parts," says an engineer. "So long as motors run they never get a thought. The owner hasn't an idea how much current he is consuming. But if his trucks showed up one mile less per gallon of gas he would be after the leak. That's nothing, a lot of times, to what an old electric motor is wasting.

"They never know until after they re-equip and see the tiny bills for power."

Indeed, with electrical equipment, the saving may be measured so clearly that no one can question. The right kind of modernization pays for itself; and then, year after year, adds to earnings. To operate obsolete equipment often wastes more capital than is needed to purchase modern, improved equipment, and obsolete equipment adds indefinitely to the monthly loss.

General Electric is responsible for saying that a manufacturer in New Hampshire, not a warehouse, was operating his steam boilers at partial load for a portion of the year. At a cost of \$346, electric heat was installed; and, as a result of the change, \$425 in operating costs was saved the first year.

Or, in New York City, one concern seeking ways to lower costs was recommended to shift from the use of "direct" current to alternating." The change involved installation of much new equipment, including some 300 small motors, but brought immediate results in the form of cutting the bills for current \$18,000 a year—or one-fifth the investment in new equipment.

A warehouse should not pass by, lightly, this idea of modernizing the electrical equipment, from elevators to tiniest motor. So wonderfully fast has been scientific progress in electricity that an installation of five or six years ago may be needlessly wasteful, although the management may lull itself into believing that everything is fully up to date. And, in this field, the manufacturers offer without cost to the warehouse a preliminary study of conditions. True, their recommendations must be viewed with caution. They cannot resist urging their own wares, as all "without cost" engineering studies are apt to do. Nevertheless, the warehouse may thus learn the possibilities. Astute common sense will cull chaff from wheat in the "report," and the warehouseman know where he stands.

Skids and Platforms

HERE the industry strikes twelve.

Everywhere reports show that more units cut the man-hours. It may be more platform trucks, or more skids, or more caster equipment, but the purpose is the same: to reduce the handling of goods. There is no doubt that investment in these units repays itself.

Out of the comments we shall quote but one, which comes from a warehouse specializing in grocery items. It tells the "story" for all.

"Inside the warehouse we find it advantageous, in point of saving

time as well as giving quick service to customers, to keep as much goods and bags on skid platforms or flats as we can. This saves in handling costs.

"Our flats—holding 20 bags of 100 pounds or 50-75 cases of canned goods—are loaded when the merchandise comes into store, moved by trucks to the elevators, brought to the desired floor and then placed in uniform rows ready to reverse the operation when the goods are called for.

"This method does away with the labor of piling and stacking goods on the floor and then rehandling when they go out. By keeping goods on these flats, they are ready for instant delivery to the elevator. Then, in a few moments more, they are at the tail-board of the truck.

"While this arrangement will use up somewhat more floor space than if all goods were piled on the floor, we are not so crowded now but that we can continue in this way. The saving in labor costs—*easily 50 per cent*—is surely worth while."

The italicized words in the foregoing paragraph are mine, not his. This is by no means an isolated instance. This warehouse is quoted because the statement expresses so concisely what others have experienced.

Possibly the following also may be interesting. It is from the same warehouse:

"During the past two years we have considerably increased our stock of these flats—not that they wear out, but so that we may handle any peak or rush we may have. We have also added to our lift trucks.

"The flats are made of wood, with metal legs. They measure 36 by 48 inches. When not in use they are stacked in piles of ten high, every alternate one nested upside down."

Warehouses, rather regularly, have used idle time of their men, these years, to make their own skids. A typical report is this one:

"In our shop we have made a considerable number of flat tops, using for the material lumber which we have salvaged from the bracing material in railroad cars consigned to us. In this manner we have been able to add to our flat top equipment at practically no cost to ourselves other than the men's time required for construction."

Another warehouseman spoke of the same thing. He, however, injected a bit of fun into the "story" by saying "our men made a game of it to swipe lumber." He said:

"They got a lot of fun building flats out of old stuff. They did not stop at grabbing everything loose in the cars. Our trucks would come back with the queerest lot of 2 by 4's you ever saw, and plank that sometimes was so new that I was scared. I almost knew it was stolen.

"It wasn't quite that bad. What they were doing was to pick up

anything an inch thick or more that they saw tossed out any place where they were delivering. We bought the metal (for legs) and the spikes but the men got the wood.

"Making Our Own"

SEVERAL warehouses are so well equipped with shops that they build also other equipment for themselves, most prominent of which is bodies for their trucks. One reports having built eighteen bodies and having rebuilt "more than forty." Naturally this company operates a large fleet. Another has bought four new chassis for light-duty trucks and is now building the bodies. Yet a third company makes this suggestive statement:

"By building the stake bodies ourselves (for small trucks of the one-and-a-half-ton size), we can give extra detail to strengthening. Other improvements here and there can be made which are not to be found in the standard commercially constructed truck body.

"The material per car costs us about \$75, whereas the cost of the purchased job would have been \$300. The material plus our own labor allowed us a saving of approximately 50 per cent."

Have you patience for still another? This from a warehouse, operating only eight trucks, but which has built two bodies and expects to "build all in the future"—for these reasons:

"It keeps our maintenance crew on their toes. Their experience repairing trucks gave them a lot of points for improvements. Sometimes, of course, when they came to build a body they discovered why their criticisms were only half-baked. Structural reasons prevented what looked like a simple thing.

"The big thing is that we've learned where the commercial builders skimp the job to hold down the price. When we do the work we strengthen where experience shows a weakness.

"Our bodies cost less by about one-half. They are three to four times as good, for our purpose, because they give longer service. But, at an even cost, we'd be ahead. Our maintenance crew know more about bodies than a lifetime of repair jobs would show them."

With body-building crops up the thought of the warehouse garage.

The industry is alive to the need. One is reminded of their "blindness," as already mentioned, to elevator equipment and electrical gears! But no one is "blind" when the motor trucks are involved. Full garage equipment for repairs is common. It pays, of course. One warehouseman says:

"I can't tell you the saving, but it is tremendous. Besides that, our equipment is in better mechanical condition. Road failures are almost a thing of the past (operating about 40 trucks)."

Painting equipment, too, gives that finishing touch of prosperity to the trucks. "As an advertisement on the streets," remarked one man of the industry, "a well painted truck is worth

ten times what it costs to touch it up once a month and repaint twice a year. I like to believe, too, that our men have more pride in the company when they see us well-dressed on the highways."

One warehouse has purchased a portable spray machine, which is used for many purposes, such as painting interior walls in the house, the garage walls and the motor equipment. The manufacturer taught one employee without charge, as a part of selling the equipment. On the painting of motor equipment alone, this machine "produces a saving in labor of approximately \$400 a year" in addition to keeping the property in much better appearance.

Four warehouses tell of adding to their garage equipment a cutting and welding outfit. The cost runs from \$75 to \$200. The same warehouseman who has just been quoted about a painting machine states:

"The welding outfit, and teaching one of our regular employees to use it, cost us approximately \$100. It will save us \$300 a year in the maintenance of our motor equipment, in overhauling our bodies, and in the repair of our warehouse hand trucks, elevators, elevator cars, etc."

Trend to Smaller Trucks

NOR can we pass over another economy of the modern warehouse. It trends to use smaller trucks.

On this subject *Distribution and Warehousing* is a bit sensitive because in our issue for September, 1934, we launched forth on "Trend Is Toward Smaller-Sized Motor Trucks in Warehousing." The author of that article has had a storm of protests, not from the industry, but from certain manufacturers and their advertising agencies who stoutly defend the large units.

Therefore, because we have here the opportunity to reinforce what was printed in September, we shall quote from three or four warehousemen's experiences in this matter.

One, from the New York area, has already been cited. This warehouse is saving "over \$2,500 a month" by substituting light for heavy-duty trucks, with the cost per mile dropping from 95 cents to 14.

Another, also in the East, told me:

"The fever for large units caught is: If every truck went out under capacity load every trip, that would be one thing. But that is a myth. Our count, made on 100 consecutive loadings; taken after the week's work was done, showed: 31 loads to capacity or reasonably so; 11 loaded 60-75 per cent full; 18 loaded 50-60 per cent; and 40 going out with less than 50 per cent of capacity.

"Return loads, for the same trips, were: 4 at capacity; 15 with 60-75 per cent; 13 with 50-60 per cent; and 68 less than half loaded. And, 54 times out of the hundred, not a pound for the return trip.

"There is only one answer: smaller units for most of our work."

Now, from farther west, one warehouseman writes:

"Over the past two or three years two of our trucks became obsolete. They were not replaced because of lack of tonnage.

"We added two new light trucks (1½ tons), each equipped with helper springs and extra-strong stake bodies. We believe the lighter equipment will take the place of part of the old heavy equipment we once had. As a matter of fact more trips can be made with the lighter units in approximately the same time at a less cost per ton or per mile."

One more, yet more distant, from one of the States which has a law limiting the weight of a truck, or penalizing by added tax a truck which carries more than 7,000 pounds of freight. A warehouse in that State tells us:

"On account of the law we had to change our road equipment. Originally we were equipped with large units and trailers, to carry 20,000 pounds pay load.

"When the new law went into effect, we felt that it was the closing scene of motor freight line operations. However, to our great surprise, we found it was a blessing in disguise.

"We immediately turned to lighter units, with semi-trailers, designed to carry a limit of 12,500 pounds. In doing this, although it involved standing up some high-priced equipment, we reduced our operating cost per ton mile to a very low figure compared with the old. As an example, the type of equipment we formerly operated cost us from 70 cents to 75 cents per running mile, and averaged 15,000 pounds pay load. The equipment we now use costs around 7 cents per mile, with an average pay load of 7,000 pounds."

That's something. Read, now, a further paragraph from the same letter:

"After trying this for a while, we sold our large equipment for what was offered. We have promised ourselves that we will never buy that kind again."

A most telling incident is that. Maybe there's hope for all of us, when a new tax law promises "the closing scene" of an industry and then becomes a "blessing in disguise." Let's take heart as the tax cloud grows dark.

Before we quit the subject of trucks in the industry, one more thought may spell economies and profits.

One warehouse, and so far only one, showed me a large furniture van with side doors in addition to the usual end opening. The side doors are staggered, one to the rear of the truck body and the other close to the driver's seat, one of course on each side of the truck.

The idea, originally, was for convenience in loading and unloading in narrow alleyways and streets, one-way streets and other "tight spots." Many times it is difficult, even impossible, to make the half-turn on a narrow street. In a few eastern cities, it is reported to us, traffic ordinances forbid block-

ing beyond the center line of the street during business hours. "And there's always that mad squawking of horns while we're sweating to get placed."

The side-door truck seemed a simple answer. It is. The owner is enthusiastic.

It is found that other advantages follow.

Even with household goods the full load is not always possible. Often two lots of goods are combined in one truck. When used for delivering furniture, as contrasted with movings, four to eight lots to a load are not unknown.

In some communities, too, where schools and colleges exist, the end of each session brings to the furniture warehousemen a peculiar problem. A student will possess the furnishings of one dormitory room or two. Either these must be sold for what they will bring, or they must be crated and shipped by freight, or a van must transport them to the student's home. Warehousemen in these college towns solicit business from students living in one city, or in cities reasonably close together, or along one highway. Their effects are then loaded into vans and delivered piecemeal along the route.

A van with side doors has a tremendous advantage under such circumstances because it offers three places to get at the load within. Of course, under good planning, the lots would be loaded in rotation with regard to order of delivery; but, in order to develop return loadings, these vans often make pick-ups of small lots, rather than full loads. Whenever this happens, all the return lots must be unloaded and reloaded each stop for delivery of the original outbound load—with the old-style end-door truck. Side doors solve the difficulty.

Gasoline Tanks

SOME warehouses have installed carload tanks for gasoline and are delighted with the savings. Others, when the suggestion is made or the question asked, throw up their hands in holy horror.

First—among the objections—are such replies as "We can't, because we have not the room."; "Fire department regulations forbid it in our location."; "There's too much danger."; "It would increase our insurance rates."

Occasionally these objections are valid.

If, however, you really want to buy gasoline in carloads, do not be too easily put off. Many of these fire regulations have been modified during the past four years. Even the insurance companies have eased up in their requirements. These changes have been brought about, without much publicity but by influence, in the interests of the oil refining companies. In their bitter competition they have required more and more retail outlets. In city after city the oil companies have obtained permission to locate filling stations where formerly they were banned. Many a building code and fire department regulation has undergone alterations which will help the warehouse, if it wants to do this.

Second—among the objections—has been a wail about "leakage" and "buying gas for every employee's old car" or "be thieved to death."

No one knows better than we the danger of any commodity which employees can use at home, or sell for a few dollars. But for a warehouse to refuse a great saving for any such reason is ridiculous. Methods are devised to protect the cash drawer and the stamp box from pilferage. The warehouse itself presents a temptation because it is filled with goods which may be sold for money. There is no more risk in 20,000 gallons of gasoline in store than with a carload or cigarettes or candy. If your employees get away with goods from the house, they will with gasoline from your tank; if you successfully protect goods in store, you can guard gasoline.

The up-to-date warehouse already checks mileage of the trucks against gas in order to prevent draining the tanks for illegitimate purposes. Some of them have a bonus plan, based on miles per gallon, for no other end than to catch the fellow who does "something on the side" with gasoline. No great ingenuity should be required to set up control over the pump such that passenger cars will not be supplied, or company business cars for other than rightful purposes. Any number of your men are entrusted with money for expenses but that does not mean that you give them license to run away with the office safe.

Look, for a moment, at the possibilities.

No matter how favorable your contract to buy gasoline and oil "as fleet owner," you can buy it for less money in the carload. "Wholesale price" and "tank wagon prices" are 3-5 cents more a gallon than carload prices. The warehouse already has the first requisite, a railroad siding. It needs only the tank and the pumps, in order to benefit from the carload price.

Furthermore, when price wars burst out, the slashing comes first on the carload quantity. Often it gets no further, because the distributors are powerful enough to hold retailers in line and prevent cutting more than a half a cent at a time. We have, during the past two months, witnessed the worst price war of recent years; but insiders of the oil industry inform us that every indication is that wide swings in wholesale prices will prevail for some years to come, until the surplusage of crude disappears.

"The concern able to take in a carload ought to enjoy margins as wide as five cents a gallon under tank wagon prices."

That statement was made to me, in person, within the month of October by the best-known man in the whole refinery industry in this country.

Ordinarily it will cost a warehouse from \$2,500 to \$3,000 to install a tank large enough to hold a carload of gasoline, with necessary unloading pipes and delivery pump, protective fence and paved driveway. We take for granted that a railroad siding is already owned.

One warehouse, in the course of this

investigation, reports that its installation cost "about \$2,000" and another did it for "approximately \$1,200"—with the explanation that "this is exceptionally cheap, but due to certain conditions entering into it we were able to put it in for the above figure."

The first-named warehouse was doubly fortunate. For, during the week of Oct. 8 the tank was almost empty. The price war was then raging. The warehouseman bought a carload at 4 cents, and, even at that, he was tearing his hair while he told me about it. Already he knew he had paid too much. Quotations, a day later, were 2.6 cents! That one purchase repaid the cost of tank; another stroke of such good luck will wipe out all other costs of installation.

The other warehouse we have named, whose carload tank cost \$1,200, finds that the "monthly savings on gasoline average better than \$300." This "average" in a year's time will repay the \$1,200 about three times over.

Another warehouse reports that "by buying gasoline in carloads and lubricating oil in wholesale quantities, we have cut \$200-\$250 a month off our trucking expense since last year" [about a dozen trucks].

If, however, the warehouse does install such equipment it will be wise to add another "Don't" to your rules. "Don't sell gasoline to employees under any circumstances." Or, as one told me out of his experience:

"It made me lay down the second 'Don't' regulation. A year ago I had to forbid radios in the trucks. The awful 'leakage' of gas drove me to this one."

The Best "Kink" of All

THREE of us were talking in a warehouse office after a long discussion of this very subject of economies. One of them turned on me, with this question:

"You've been buzzing around. Tell me this: what's the one best kink you've found to economize?"

Here is the answer, although for a moment he had me floored.

"Any warehouseman can go into another house and see a way to save money. Turn it the other way. The best way to cut down costs for your warehouse is to visit a few other houses, not too close to home. I would call that the one best kink. Any house gets into a rut. The management needs a jolt to visualize its own short-comings."

"Draw out a hundred dollars for expense account and visit warehouses for a week. Ask questions. Use your eyes. Remember, though, I'm not recommending a junket—none of the hotel lobby stuff or the convention get-together. I mean to get into the houses, watch every step of their handling. Go into their offices and keep your eye peeled for suggestions you can bring home and turn into dollars."

"Warehousemen, as a class, are unwilling to let competitors get into the house. They're dead afraid of another's snooping to gather hints for accounts. Get that idea out of your head and think only of kinks. What you pick up from a competitor in this manner will not hurt him a penny's worth."

Yes. The greatest need of the operating staff of our warehousing industry is to "invest a little expense money to visit each other." It is the one "best way to learn how to cut operating costs and outwit rising expenses. The warehouseman on a visit sees kinks in floor management and in scheduling of the labor such as he would never think of otherwise. He gets the answer to questions which, before going for the visit, he did not even know enough to ask!"

The industry frets itself into a fever about Codes and competitive "accounts" and it has unavoidable worries about delivery-and-pick-up of the railroads and the loss of volume due to trucking services. It has given altogether too little thought to the inside problems of economical operation, beyond slashes in the payroll. Each warehouseman, by visiting others, should benefit by what the

others learned from experience. Then, by bringing home the better methods, the improvement would spread throughout the industry.

If a warehouse fifty miles from yours can handle an equal volume with two fewer men on the payroll, or with \$100 less a month for electric power, or with two clerks fewer in the office, you are the loser—unless you make an equal saving. He does not, as a rule, compete with you for volume. For this reason you may not know that he is making more money than you do from the same volume. Were he to cut the rates, you would be up in arms and storm the next State convention with sharp words; but, so long as he silently pockets the extra profits, you are meek and mild.

To sit idly by and let others make greater profits than you do from the same income is, of course, your affair. It's silly and it's stupid—particularly as the warehouseman, fifty miles away, would be "tickled pink" to entertain you for a day and show you every item in his "new bag of tricks." For him to pass on to you each short-cut he has achieved does him no harm in the world.

He can not, however, come to your place and drag you out for a visit. The only way you will ever learn is through a day in his house.

No convention will give this information. The convention meets for another purpose. Nor will the Code do it. Codes and Code committees have nothing to do with operating methods: they deal with ethics, not bread-and-butter problems of the operating executive.

And, after all is said, these kinks are things more readily seen than described. We have, on these pages spread over three issues, been attempting to convey a hint of what some houses are doing to outwit rising costs. We know, however, that words are woefully weak instruments. Any practical warehouseman, with his eyes, in a single hour could put to shame all I know about operating economies—much more all I have written.

What Denver Movers Have Learned About Side Lines

By LUCIUS S. FLINT

HOW about side lines? Can the mover or warehouseman increase his revenue to any extent by handling them? If so, what lines are the best opportunities in and how can they be handled to best advantage?

Due to the great drop in moving business in recent years, Denver movers have been giving those questions a lot of thought. Some have found what seem to be fairly satisfactory answers.

Like a number of other cities, Denver has been particularly "hard hit" on moving business because of the large percentage of home ownership. The city has one of the highest numbers of home owners in the country—and few of them move very often. The result is that

potential moving volume is at a low ebb. Add to this the amount of business going to cut-rate operators and you have a condition that requires correction.

The Buehler Transfer Co. has recently taken on a line of health water—new to this territory. This, according to present indications, will increase cartage business about 10% and warehousing 15%. The transfer company handles storage and distribution on a partnership basis with the local agent. The work is handled on a basic Code rate of so much per case for the various types of service such as from cars to the warehouse, from the warehouse to local customers, forwarding, and so on.

"If the product continues to 'go over'

as well as it has started out, we will probably put on a sales force and try to build up distribution," according to W. H. Buehler, the firm's manager.

"One thing to be considered on any proposition of this kind is that the amount of profit made in cartage and storage is in direct relation to the size of the local market. If a commodity isn't sold, there will be little of it to handle."

Oakey Recommends Beer

"It seems to me that distribution of beer offers one of the best opportunities for extra profit," to quote J. M. Oakey, a partner of the Logan Moving & Stor-

(Concluded on page 43)

Let's Take the Family Album Out of Storage!

Success Stories

No. 120

W. E. Fessenden

By Elizabeth Forman

The building of the California Warehouse Company at 837-839 Traction Avenue, Los Angeles



W. E. Fessenden is president of the California Warehouse Company and a member of the Merchandise Warehousing Trade Code Authority

If Arthur Byron, suave star of "Tea For Three" and many another notable Broadway stage success, happens to be one of your pet weaknesses, there is a real surprise in store for you should you have occasion to call upon W. E. Fessenden, president of the California Warehouse Company, Inc., Los Angeles.

Mr. Byron is in the cinemas these days in a current talkie called "The President Vanishes" and so much do Mr. Fessenden and the actor resemble each other that one's first impression is that the lost President has been found.

The resemblance is merely a matter of physiognomy, however; for in the office of the chief executive of the California Warehouse Company the world of make-believe plays no part. Here is a busy but well-regulated sanctuary where affairs of commerce move along like water over a dam, swiftly, smoothly—and no nonsense about it.

Mr. Fessenden was born in Portland, Me. When he was six years old he came to California with his family. He was reared in picturesque old Riverside, where his mother, who now is 84, has lived in one house ever since 1879.

In 1892 he removed to Los Angeles and entered the railroad service as a freight handler. After going through all the preliminaries, clerical work, bookkeeping and so on, he left his first position with the Southern Pacific in March of 1902 and went on the street as freight solicitor for the Rock Island. Later on he worked as traveling freight agent for the same line.

In July of 1911 he resigned from the Rock Island road to accept a position as commercial agent for the St. Louis and San Francisco line, with which he afterwards served as division agent. Still later he acted as general manager and in time he was promoted to the post of general agent for the entire Pacific Coast area, covering a territory

that extended from Canada to Mexico and including the States of Washington, Oregon, California and Arizona.

Along about this time the United States entered the World War; the Government formed a national chamber of commerce to dictate the manner in which supplies were to be moved; and William Gibbs McAdoo, son-in-law of the war-time President, began to sing "I've Been Working On The Railroad." One of Mr. McAdoo's early acts as director of railroad activities was to close off all line freight agencies.

Mr. Fessenden was so "sold" on California that he refused to be transferred to an eastern division when his own office ceased to exist. Warehousing appealed to him as another phase of railroading and transportation; so in 1922 he entered the industry with which he has since been identified.

He was president of the Los Angeles Warehousemen's Association for two years—and hereby hangs a tale about a very pretty compliment:

At that time the by-laws of the association provided that no one could occupy the presidential chair for more than one year. When W. E. Fessenden's term expired, however, they changed the by-laws in order that he might be re-elected. The following year he was made president of the California Warehousemen's Association. On February 9 he was reelected Region 10 member of the Merchandise Warehousing Trade Code Authority.

In this latter connection it may well be noted in passing that Mr. Fessenden's grandfather was one of the organizers of the Republican party and would very probably

(Concluded on page 48)



Washington Developments of Interest to the Warehousing Industry

DISTRIBUTION & WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building

Inquiry into Free Storage at New York Piers Is Asked of Federal Shipping Board

SEVERAL petitions to intervene, as parties in interest, in the petition filed with the United States Shipping Board Bureau protesting against alleged free storage accorded shippers at the Port of New York and asking a formal inquiry, have been recorded with the Bureau.

The prospective intervenors are the Chamber of Commerce of the city of Newark, N. J.; the Port of New York Authority; and the Virginia Shippers' Association of Richmond, Va.

Complaints were filed in October charging that the Shipping Act of 1916 was being violated in the Port of New York, and naming every shipping company docking at that point as a respondent. It was alleged that free storage is being accorded and that as a result, much shipping is being diverted from the complainants, who are:

Boston Port Authority.

Joint Executive Transportation Committee of Philadelphia Commercial Organizations.

Baltimore Association of Commerce.

State Port Authority of Virginia.

Norfolk Port Traffic Commission.

The shipping companies, it is claimed, permit commodities to remain at their piers or facilities at the Port of New York for excessive periods of time without collecting any charge therefor, whereas competing ports assess a charge after a period of five days.

The Shipping Board Bureau was asked to make an investigation and determine how much free storage is proper and that its findings be made mandatory upon all ports and shipping companies.

Each of the prospective intervenors claims an interest in the proceeding on the ground that it represents shippers in competing ports—with the exception of the Port of New York Authority, whose interest is manifest—and each desires the right to participate in the in-

vestigation and to summon and cross-examine witnesses.

—James J. Butler.

In connection with the foregoing Washington Bureau story, John McKenzie, Dock Commissioner of New York, said that the Shipping Board Bureau had no jurisdiction over New York piers and that furthermore New York had no free storage on piers.

Mr. McKenzie said the question was probably based on the lack of a time limit on merchandise in transit through New York docks. While the question has been frequently thrashed out in the Courts, no time limit on transit goods has ever been established and shippers can leave goods on piers for any reasonable length of time as long as they are classed "in transit."

If competitor ports on the Atlantic seaboard can force a time limit for such goods for the Port of New York, Mr. McKenzie said, it would substantially effect an increase in shipping rates in New York and might drive goods to other ports.

A New Bill in Senate to Recompense Dooley Corp. for Confiscated Liquor

LEGISLATION providing for the payment of reparations to the J. M. Dooley Fireproof Warehouse Corp., Brooklyn, for liquor seized in a prohibition raid and destroyed, has been introduced in the Senate by Senator Royal S. Copeland of New York.

A similar measure, calling for payment of \$16,500 for property illegally seized in a raid by dry agents on the firm's plant at 445 Twelfth Street on June 6, 1929, was approved by the House Committee on Claims and passed unanimously by the Senate, only to lose out in the last minute flood of legislation on the floor of the House, at the close of the last Congress.

Following the raid Joseph M. Dooley and his associates petitioned the U. S. Court for the Southern District of New York for a return of the liquor on the ground that the raid was perpetrated

without a warrant and was otherwise illegal. Judge William Bondy approved the petition and ordered the liquor returned, together with books and records confiscated at the time.

It developed that all was destroyed between Oct. 20 and Nov. 30, 1929, leaving an Act of Congress the only way in which restitution could be had.

—Robert C. McClellan.

Government Turns to Cold Storages to Minimize the Spoilage of Meat in South

DEPARTMENT OF AGRICULTURE experts, under the direction of Kenneth F. Warner, extension meat specialist, spurred by wholesale reports of meat spoilage in the South, have undertaken a program to establish proper refrigerated storage space in that section and to educate farmers to use it.

One plan advanced by the Department is to organize the farmers in a community or county in a group that can offer a volume of business large enough to make it worth while for the local interests to provide storage facilities at a reasonable cost. The average period of storage in sections where this plan is already in operation is 45 days, and the average charge is from 1 to 1.5 cents per pound for the period.

Cold storage space in larger warehouses, prompted by the meat-spoiling situation, have proven successful in Georgia, the Department reports. Mr. Warner estimates that in that State alone last year more than 15,000,000 pounds of pork were cured with the help of refrigerated storage.

—Robert C. McClellan.

Hides Storage Awarded Plants in New York and Pennsylvania

THE Federal Surplus Relief Corporation has let contracts for the storage of 8,550,000 lbs. of cured hides and skins from slaughtered drought cattle to two New York firms and two in Pennsylvania.

The corporation through its president,

A. C. Pouch, New Member of Trade Code Authority, Is an Executive with Many Interests

INTRODUCING here one of the new members of the Merchandise Warehousing Trade Code Authority—A. C. Pouch, president of Pouch Terminal, Inc., and American Dock Co., operating terminal warehouse properties on Staten Island, New York City, and with executive offices in Manhattan.

At the 1935 meeting of the Trade, at the Hotel Roosevelt in New Orleans on Feb. 9, Mr. Pouch was unanimously elected Region No. 2 member of the Code Authority. He was nominated by Walter J. Hegeman of the Union Terminal Warehouse Co., New York, and the nomination was seconded by E. V. D. Sullivan, president of the Terminal Warehouse Company, Philadelphia.

A beefsteak dinner and entertainment, with Mr. Pouch as the guest of honor, is scheduled to be held at the Holtz Postkeller, in the Woolworth Building, New York, on March 9. Charles Milbauer, manager of the South Eleventh Street Warehouse Corporation, Brooklyn, is chairman of the Region 2 Trade committee arranging the affair to enable the Trade's operators to become acquainted with the Authority member.

Arnold Cornwell Pouch was born in Brooklyn on Aug. 29, 1891, a son of Alonzo Bostwick Pouch and Susan D. Pouch. His parents removed to Staten

Island a year later, and there Alonzo D. Pouch took charge of the American Dock & Trust Co., now the American Dock Co. The former was owned by A. C. Pouch's grandfather, Alfred J. Pouch, who was associated with the Standard Oil Co.



A. C. Pouch

"A.C." received his elementary education at Staten Island Academy and the New York Military Academy, and later spent two years at Amherst College and two years at Cornwall Law School.

In 1914 "A.C." entered the employ of the American Dock Co., serving his apprenticeship in every department until he was elected an officer. In 1915 his father established Pouch Terminal, Inc., and the son became an officer of that firm. "A.C." was vice-president of both American Dock and Pouch Terminal at the time of the death of his father, and was elected president of both.

Married and the father of four children, A. C. Pouch is a member of the Beta Theta Pi Fraternity; president and a director of the Staten Island Investing Service Corp., and of the Interboro Bridge Co.; an officer or a director of the Alken Realty Corp., the Arkenal Co., and Piers, Inc.; and is identified with the Bank of Manhattan, New York State Chamber of Commerce, Staten Island Chamber of Commerce, Merchants Association, Maritime Association, Lake Hopatcong Country Club, Lake Hopatcong Yacht Club, Downtown Athletic Club, British Lunch Club, Advertising Club of New York, Kiwanis International and other organizations.

Harry Hopkins, awarded the contracts to the Middleport Cold Storage Co., of Middleport, N. Y., to store 2,250,000 lbs.; to the General Ice Cream Corporation of Erie, Pa., 1,500,000 lbs.; the Union Storage Company, Erie, 3,000,000 lbs.; and the Lyndonville Ice & Cold Storage Co., Lyndonville, N. Y., 1,800,000 lbs.

The cured skins and hides, owned by the FSRC, will be shipped from the packers' plants and stored for an indefinite period in the warehouses, being kept off the market to prevent a glut.

—E. H.

A Resolution to End Rail Rate Hearings

SENATOR ROYAL S. COPELAND, New York, has presented a resolution adopted by the transportation committee of the Elmira Association of Commerce favoring amendment of Section 4 of the Interstate Commerce Act which states that railroads must present their arguments at hearings before they can change their rates.

In view of the fact that there is no such regulation for other modes of transportation, such as trucking, this clause puts railroads at a disadvantage in competition with them. At the present time, truckers can vary their prices to conform with certain demands but the railroads must maintain a rigid rate schedule.

The resolution has been referred to the Committee on Interstate Commerce.

—Marlen E. Pew, Jr.

Lighterage Ruling to Stand, Says I. C. C.

THE Jersey Lighterage Case as decided July 10, 1934, will stand without modification, the Interstate Commerce Commission has ruled in rejecting a petition by rail carriers for a change in the order.

The effect of the Commission's action is to require carriers to maintain and in the future establish motor or water compelled rates between points on the lighterage limits now included in the New York group and New England points which will not be prejudicial to

points in New Jersey.

The Commission has permitted the Port of New York Authority to intervene in the case and participate in any future proceedings.

—James J. Butler.

Farmers Ask Appropriation for Warehouse Act Administration

AN adequate appropriation of Congress for a proper administration of the Federal Warehousing Act was one of the recommendations made to President Roosevelt on Jan. 15 by a group of farm leaders who called at the White House in the primary interest of farm relief.

They called attention to the President also of their opposition "to such coordination of transportation facilities under one agency as will unnecessarily increase costs to shippers by equalizing rates and services."

Straying somewhat afiel from the express purpose of their visit, they asked for "greater uniformity in State statutes and regulation of motor vehicles as to size, weight and speed, in conformity to the recommendations of the Bureau of Public Roads."

The delegation, which presented a long list of other recommendations on the direct subject of farm relief, was accompanied to the White House by Secretary of Agriculture Wallace, Gov. Walter Myers of the Farm Credit Administration, and C. C. Davis, of the Agricultural Adjustment Administration.

—Robert C. McClellan.

Federal Highway Aid to Be Resumed on July 1

RESUMPTION of the old system of Federal aid for highway construction and maintenance will take place July 1 when Secretary of Agriculture Wallace, acting under authority of the Hayden-Cartwright Act of June 18, 1934, starts apportionment of \$125,000,000 to the States for that purpose.

In making this announcement the Secretary called attention to the possibility of a reduction in the amounts allowed the States through operation of the Hayden-Cartwright Act relative to the diversion of gasoline taxes and other excises paid by motorists.

It is provided in the law that the sums given the States shall be reduced unless they allot for highways the same amount provided them in the law, their share to use up the taxes mentioned in the foregoing paragraph.

—Robert C. McClellan.

H. A. HARING'S

Developing New Business for Warehouses

No. 108
Answering Tax Questions
for the Distributor

Shippers Are Giving More Thought to Assessments on Warehoused Stocks than to the Storage Rates

TAXES constitute the most important problem before the business world. Taxation, during 1935 and the years to follow, will far outweigh warehousing rates in the mind of national distributors as they allot their spot stocks. In order to get new accounts, or even to hold those now under the roof, a warehouseman must equip his soliciting staff to give satisfying answers to tax questions.

It would be possible to set down a staggering total of what the tax collector is obliged to get from our citizens in order to run the Government and pay for all our experiments to reform the world. But the figures would not tell the story. We have become so accustomed to headlines about billions of dollars that our brains are callous. We shall, accordingly, content ourselves with merely stating that taxes promise to become higher, their collection more searching, their burden on profits far heavier, than we have ever known. Indeed, for many a business concern, taxes threaten to mulct more than the possible profit of continuing to operate.

The reader may be lulling himself by the thought that taxes will not hit him. If so, he is greatly mistaken. Forty-four of our forty-eight Legislatures are due to convene during the early months of 1935, and no one can forget that Congress is already in session. The need for money for debt payment, for keeping our extravagant public machinery going, and for a thousand new ventures in every conceivable sort of undertaking—will, inevitably, add to the tax bill of our people.

Just as one illustration. For thirty years this country has debated and argued about a sales tax. It has been most successful—as a producer of revenue—when levied

on gasoline. Now, for three years, the sales tax has been spreading to other commodities.

It was tried, hesitatingly, by a handful of States in 1932; half a dozen levied it during 1933; and, last year, it swept the country so that already one-third of the States (sixteen) assess from 2 to 5 per cent of every sale at retail. Worst of all, the tax has been successful in the wealthy States such as California, New York, Michigan and Ohio and Illinois.

If any citizen believes we shall ever escape from a sales tax, during this generation, he must be a visionary. It is with us to stay, as the gasoline tax and the liquor or cigarette tax.

Other new forms of taxation are being tried. So soon as one is found to be a success, it is copied by one taxing authority after another, each one "lifting" tested workings of the law and proven devices to catch every possible penny of revenue.

With the public debt recording a new "high for all time" three or four times a year, and with Governmental expenditures exceeding all precedent, business has no alternative other than to look for heavier taxes.

The most natural reaction in the world is to seek ways to escape from the growing toll. Business is permitted, under decisions of the Supreme Court, to alter its methods so as to benefit from loopholes in the law. In fact that Court has repeatedly told us that a citizen is permitted to take for granted that the "loophole" was written into the law designedly. To take advantage is a right. Not to do so would be foolishness. Every tax law, for these reasons, is scrutinized most carefully by the payer—precisely as you do for yourself—in the hope of discovering some way to circumvent unfair and inequitable levies.

WAREHOUSEMEN should not hope to escape this burden of new taxes. They will not. Nor will the owner of goods in store.

Always the industry has been hampered by the fear of the owner of goods in store that he will be levied for local taxes. And, in some of the States, the shifting of goods as the annual tax day approaches has been a plague of the industry. No need, at this time, to describe what occurs, nor to remind warehousemen that of recent years the task has been greatly complicated. In their dire need for revenue, many of the States have tightened their enforcement regulations and have ceased to overlook evasions.

The Other Man's Worry

IT is human nature not to worry over taxes paid by "the other fellow." Especially has this been true in our country where the tax-payer has lived outside the State. Local newspapers love a headline about "soaking out-of-State corporations," and many a candidate for office has camouflaged local injustices by yelling about his courage in chasing the "Wall Street rascals" with a sheaf of tax bills.

Unfortunately, for our industry, the warehouseman does business with these very concerns. His prosperity is based on giving them local representation. If he gets new accounts, the majority of

them will head up outside his own State. And, therefore, if the tax collector gets too insistent, the warehouseman is sure to lose accounts and be out of pocket.

In the same manner, solicitation of new business today quite regularly brings to the fore the question of local taxes.

Your accounts, and your prospective customers, want to know. The attitude of your local taxing authority means more dollars to a national distributor than a shade off your storage or handling rate.

What is more to the point: no one but the warehouseman can furnish the information.

Dead Laws

ANY distributor can learn what the law is. If he knows how to read the law books, a few hours in a law library will tell the story. Or he can for ten dollars a year purchase any one of several "tax services" which will lay on his desk a digested outline of the law, to be followed each month with supplementary pages of changes and corrections. Or he can invest three cents and write to the State taxing authorities and receive the law in pamphlet form.

Having done this, he will be none the wiser.

Tax laws, dead as doornails, jam the law books. They are no more in effect than a host of other dead laws. For the distant distributor to read the tax law offers no help.

For if a citizen were to take the law seriously as it is written he would never go to a masquerade party without first asking for a police permit; in most cities he would never wash a window in freezing weather, without a permit from the fire department; he would never criticize the uniform of a policeman, or a fireman, a railroad employee, or even a Pullman porter; he would never bet; he would never sip liquor without ascertaining that the revenue had been paid in full; he would never drive his car without making sure that the proper licenses were on his person; he would never cross a street, as a pedestrian, without waiting for the traffic signal; he would never discard his morning newspaper without throwing it in a refuse can; he would always slow down to fifteen miles an hour at intersections and on bridges; he would never transact business on a Sunday; he would never tell a lie, deceive a customer, over-weigh or over-charge. But why say more?

Or, referring to taxes, if you were to pay the total tax, as written in the word of the law, on your warehouse buildings and equipment, I dare say it would take every cent of your earnings—not in a year of depression but even in a year of high profits.

To read the law is no help for actual conduct. Thousands of laws stand on the books which have never once been enforced; other thousands were enacted to fit a condition which no longer exists, but have not been repealed; yet other thousands are so ridiculously worded that literal enforcement never was thought of.

These statements apply to tax laws quite as fully as to others.

The important question becomes, then: "What do others do?" or "What is actually expected by the local tax authority?"

Only by knowing the answer to such a question can the distant owner of goods face intelligently the taxes levied on his goods. Only with this knowledge can he determine whether, or not, to store in your warehouse.

It is quite as much a part of your solicitation of his account to furnish this information as to quote your own charges, because the tax question is irritating.

A definite answer—not of the law's wording, but of actual custom—becomes highly important.

Examples of Uncertainty

A YEAR ago the State of Pennsylvania adopted a new "Business Corporation Law," which went into effect in July, 1933. This law was an effort to consolidate 133 "laws and acts" already standing on the statute books of that commonwealth, passed during a period of 120 years extending from 1816 to 1933, and to repeal ineffective laws. The new law covers 91 closely printed pages. Even an attorney is puzzled to tell a client what some parts of it mean.

The effect has been confusing to taxpayers. They had learned, from experience, what to expect under former laws. Today they are wondering where they stand.

Here is one illustration, relating to warehousing.

All over that State, warehousemen report losing established accounts, which originate outside Pennsylvania, because "our patrons' attorneys tell them they must file reports and pay a tax if they store within the State."

Chambers of Commerce throughout that State are worried for the same reason. Local warehousemen appeal to them for help, but they do not know whether to act or to sit quiet.

Under the former law, to sit quiet was the proper method; no one thought of enforcing the old law. But today, with a new political machine functioning in that State and with the great need of more revenue, no one can tell. An inquiry directed to any State official brings forth a non-committal reply—usually nothing more helpful than a copy of the new law. Nor is more to be expected, because no official will put himself on written record for such a matter.

It is clear that all warehousemen in Pennsylvania face a peculiar dilemma—a situation new to their industry. Either they must prepare themselves to give satisfying answers to their patrons or they must expect to lose national accounts, except from such storers as have already domesticated in that State.

How to go about this matter is simple and direct. Wobbling about, however, amid a lot of uncertain replies and wild "guesses" will hardly arouse confidence among their accounts. The industry, within the State, should squarely face the issue and provide each warehousemember with the proper ammunition.

This happens to be the problem, at this particular moment, in one State. It has counterparts all over the country.

State after State is passing a law to require that the public warehouse report, for annual taxation, the name of each storer together with his stock in store. Old laws, to the same effect, are being revived. These laws—when they come to the attention of a distributor—fill him with terror. His first impulse is to withdraw his stock and to attempt to cover the market from points outside that particular State.

Alert warehousing will allow nothing of the sort to happen.

When such a law is passed, or threatened, the industry should ascertain what it means—that is, whether the law is to be enforced literally as worded. Then, having learned what will happen to a stock of goods, the warehouse should get the helpful information to his patron before alarm seizes him. Forestall a loss of the account by answering the tax question.

Last summer, for example, the tax commissioner of one State which has such a law, in chatting with me in his office, ridiculed a number of public warehouses in his State because they continued to file these reports and, inevitably, subject their accounts to taxation.

He proceeded to explain how the warehousemen, as a body, had persuaded the department that to enforce the tax would be ruinous. It would merely drive stocks of goods from the State. The State would, in that case, get no taxes; the warehousemen would lose their revenue. Out of this conference a more or less informal understanding had come about under which the warehouses were to report names only of storers "without too much care to make the list complete" and the department would not push the matter further. Nevertheless, each year, a few warehousemen continue to file complete lists. "Either they don't know what's up," as this official put it, "or they're operated by some cub attorney."

Such a State as Louisiana, with a new crop of Huey Long laws two or three times a year, requires warehousemen who know how to answer anxious inquiries about taxes. California would have been bombarded with these questions if the EPIC candidate had been elected in November.

These are, as already mentioned, hardly more than examples.

Every important State faces new tax problems. A national distributor is tormented with thirty or forty of those situations. Small wonder that he is tempted to draw out his stocks!

Yet, if the warehouses are prepared to help understand the true situation, fear and hesitation would give way to certainty. The very fact that a warehouse, located within the State, volunteers to show the way out would make confidence greater.

How to Attack the Problem

ANY warehouseman can equip himself for this form of business solicitation. Acting individually, however, seems wasteful. Better it would be for the local warehousemen's club, or the State association, to act for the industry as a unit.

Often, too, it may be wise for the State organization to appear before the State officials in order to present their case. If, in such an instance, the meeting is called a "protest," defeat is rather certain to follow. To file any form of "protest" with a State official is like kicking the dog without cause. But, to gather together by appointment for an informal discussion of mutual problems often gets results.

The purpose of the conference is to learn what may be expected.

If the meeting includes the State's legal department, the warehousemen may expect to be told that "the law will be strictly enforced." A lawyer, under the ethics of his profession, can say nothing else!

But if, without formality and without too much legal representation on either side, the two parties sit down together, usually the warehousemen come away knowing what the law actually means.

I have known two States where, following a first stormy session, a smaller group of warehousemen met a smaller group of the officials and managed to get across to the officials a common-sense view. They reached a "friendly, working basis" quite unlike what they had been told a few hours earlier in the noisy session.

Personal Contacts

IN addition to the State officials are the larger group of taxing authorities, such as assessors and auditors and boards of tax revision, of your locality, either county or city. These men are probably known to warehousemen personally. They can usually be approached informally; and, because they live close at hand, they grasp the local viewpoint more quickly.

One point to settle, definitely and beyond question, is how the tax law will be interpreted. The warehousemen, acting for their patrons, must know how to act. In other words, they want to know what they must set down on the written report and swear to.

Possibly the method of a manufacturers' association in Ohio may reveal a neat approach to this problem. Four of these manufacturers, with the executive secretary of their association, met the county auditor shortly after Ohio's new taxing system was inaugurated in 1932. After lengthy preliminary discussion, which had brought to the public official the proper viewpoint, one of the manufacturers said:

"Mr. Official, suppose you take this blank from your department and show me how to prepare the report for our company. Here are the figures from our books, correct to the cent without any padding for taxes—the figures as I must look at them next week when I come to file a report."

The official was surprised and showed it. He asked questions, he scribbled, he smoked furiously for nearly half an hour. Needless to say, the manufacturers enjoyed the situation. It was turning the tables. And yet so sincere was the official in wishing to do the fair thing that he did not sidestep the dare.

"Something like this," was his final answer. Then, item by item, he discussed the figures he had penciled on the report. One question followed another. He made erasures and corrections, as point after point took on a new meaning.

When he added up the total—and by this time the clock had sheared off two hours of the afternoon—the manufacturer stated:

"Thank you! You're the first tax official I ever met who told me the truth. You're . . ."

"Maybe you never talked face to face with one before!" interrupted the official. "The trouble with taxpayers is that they grumble but never think of us as fellow citizens, trying to administer stupid laws."

Then, after some more bantering, the manufacturer went on:

"I'll be equally frank with you. Here," and he spread out the papers, "is that same report as I was going to file it. You've actually made our company liable for \$47,000 less valuation than we were expecting to report!"

Comparison of item with item ensued. Two large sums more than accounted for the difference—one for \$35,000 on raw materials on hand, and one for \$20,000 for shop equipment. The tax official had listed the smaller amounts; and, in explanation, he offered:

"My figures may seem low. But, do you appreciate, you are entitled to equalization with your competitors? I happen to remember that B Company, right here in the city, value their unfinished goods at that figure. I thought you ought to get off as well as they do. And the shop equipment is the same. C Company, with about such a plant as yours, worked their values down to that level."

"Remember this, gentlemen. Equality is one of the foundations of the tax law. If your competitor gets away with a low valuation, you are entitled to the same. Of course you mustn't expect us to slap you in the face and compel you to take the deduction, but the tax returns of your competitor are public property. You can inspect them at our office for the asking."

"It's no affair of your's how the other fellow jimmied the advantage. You're entitled to it. He may have bribed us, or lied atrociously, or he may control the assessor. You don't have to do anything of the sort. If he got it, you can have it. All you need do for argument is to point to his tax return."

In this tale, altogether too lengthy for these pages, may lie a suggestion of what warehousemen may do to "get the tax answer" for their patrons.

"Don't" Suggestions

IN matters of taxation, the most unwise step is to "fix" some employee of the tax office. Bribery, directly or indirectly, may win a reduction this year but another year comes a new set of officials and, like blackmail, the payments must be continued and swelled. Such a procedure, too, opens the taxpayer to penalties. He is "vulnerable." Do anything you do do openly and above board.

The trouble seems to be that business men shy from the tax office. They look at a public official much as a down-and-out man views a friend from whom he wants a loan.

Don't depend too much on your lawyers. This sounds, I know, like heresy.

Your lawyer may help. No matter how much he does aid you, however, try your own hand at a friendly talk with

some tax official in power in the hope of getting a reply that is honest, man-to-man, helpful with the sort of help the Salvation Army would give. If the first official is a clam, try another. They are, after all, human; they know far more about taxes than you want to know; in the end—at least such has been my own experience—they mellow to the extent of lending a hand.

Don't let this matter go without doing something. The worst sin of business is this: "Pay no attention to it."

Taxes are a burning matter in business. This year will see them more in men's minds than ever before. Every concern will cut corners to escape the burden of "the dark tax cloud."

Warehouses stand to lose many national accounts, unless they are prepared to give prompt and workable replies to questions.

Associations Must Help Members

WHEN your local club or association has worked out the "answer", the information ought to be passed out to member-warehouses for their use. The bulletins should take for granted that individual warehouse solicitors, who will use the information, know little of taxes. For this reason, the bulletins should be definite, not vague.

It may, moreover, not be wise to issue bulletins. It may be necessary to pass on the procedure by word of mouth. Often the tax official who helps will demand some such "protection." Any ingenious secretary of the association can think up ways to this end.

The matter of real importance is this: "Be prepared to answer tax questions." Unless you do, and right quickly, your warehouse will lose established accounts. It will lose out in the competition for new ones.

Summary of N.F.W.A.'s Convention at Biloxi

(Concluded from page 21)

He expressed opinion that the 90% clause would prevail. "This will be self-regulation with moral influence behind us," he commented in conclusion.

On motion by A. V. Cresto the convention went on record expressing appreciation of the leadership of Mr. Kennelly and the others who had fought with him.

Banquet

THE extended convention program had to be left uncompleted. The omitted papers and subjects were those having to do with insurance and advertising.

The convention was concluded with an evening banquet at which the toastmaster was the association's new president, Marion W. Niedringhaus. The speakers included the retiring president, Martin H. Kennelly; Charles S. Morris, the National's first president; and James M. Walker, Memphis. The golf tournament prizes were awarded. The association presented Mr. Kennelly with a silver service.

FROM THE LEGAL VIEWPOINT

By
LEO T. PARKER

Liability for Loss by Fire

THE law is well established that a warehouseman is not liable for damage to or loss of stored goods if the testimony indicates that he and his employees exercised an ordinary degree of care. Therefore all warehousemen should be able to introduce convincing testimony with respect to the construction of the warehouse, equipment, and the care used to prevent loss by fire. In this manner he may avoid all liability for destruction of stored goods resulting from conflagration.

For example, in *English v. Traders' Compress Co.*, 31 P. (2d) 588, Altus, Okla., the records show that the owner of goods stored in a warehouse and received a receipt which provided that the goods "would be delivered to the holder of the receipt on the return thereof and the payment of all charges," but that the warehouse company was "not responsible for loss by damage, fire, flood or other agencies, unless caused by the willful or gross negligence of the company."

Soon afterward the warehouse burned and the goods were totally destroyed. The holder of the receipt sued the warehouse company to recover the value of the burned merchandise.

During the trial, counsel for the warehouse company introduced testimony proving that the warehouse and all the compartments thereof were properly constructed to prevent fire; that the boilers, where oil was used for fuel, were surrounded by fire walls; that the fire fighting apparatus was the best that could be had at the time; that fire plugs were located about the warehouse and the premises at such places and in sufficient number to meet the most approved methods; that the company had two night watchmen to patrol the premises; that the night watchmen were on duty and were alert before and at the time the fire started; that one of the watchmen discovered the fire when it was a very small flame, and gave the alarm; and that all was done by the company and its employees, and by the city fire department, that could have been done to extinguish the fire.

In view of this testimony the higher Court held the warehouse company not liable, and said:

"The evidence introduced by the defendant company was that the defendant [warehouse] company used such care and diligence as an ordinarily prudent person would use with his own property."

Your Legal Problems

MR. PARKER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies give worth-while information to you and to your fellows in business.

Bailee Held Liable to Insurance Company

OBVIOUSLY, if a bailee, or warehouseman, negligently permits stored goods to be damaged, lost, destroyed or stolen, he is liable to the bailor or owner of the merchandise. If such goods are insured by the bailor, then, under these same circumstances, the insurance company, which pays the loss to the bailor, may sue and recover from the bailee. Moreover, mere unfounded arguments that the insurance company was not compelled by the terms of the policy to pay the insurance will not relieve the bailee.

For illustration, in *Agricultural Ins. Co. v. A. Rothblum*, 265 N. Y. S. 7, New York City, it was disclosed that an insurance policy "covers loss of and/or damage to the . . . property or any part thereof arising from any cause whatsoever" except loss or damage ensuing from about a dozen enumerated causes, of which theft was not an enumerated cause.

Certain merchandise delivered to a bailee, as a warehouseman, by the owner, a bailor, was stolen while in the possession of the bailee. The insurance company paid the loss and then sued the bailee to recover the value of the merchandise. Counsel for the bailee argued that the policy did not cover loss by theft, because this cause was not specifically enumerated; and that, therefore, he was not liable to the insurance company because the latter paid the insurance without just reason.

Notwithstanding this argument the Court held the bailee liable, and said:

"The coverage is not against theft. It is appreciably broader. The 'policy covers loss of and/or damage to the . . . property or any part thereof arising from any cause whatsoever' excepting the enumerated causes."

Insurance Coverage Broadly Construed

IT is a fundamental rule that the language of a contract or insurance policy is to be accorded its popular and usual significance. In other words, where the language or words may be understood in more senses than one, the rule of law is that an insurance policy is to be construed liberally in favor of the insured, and any uncertainty or ambiguity in the contract is to be interpreted most strongly against the insurer.

So held a higher Court in the late case of *Carl Ingalls, Inc., v. Hartford Fire Ins. Co.*, 31 P. (2d) 414, Bakersfield, Cal.

The facts are that a transportation company held an insurance policy containing the following clause:

"While on automobile truck: covering one while on truck in transit between places named. Against direct loss or damage caused by fire, lightning, cyclone, tornado, flood, collision, overturning of the truck and collapse of bridges."

One day a truck tipped over sufficiently to permit the load to slide off into the road, thereby damaging the goods considerably. The insurance company refused to pay the loss, contending the policy specified that the coverage included "overturning of the truck" but that tipping of the truck was not equivalent to overturning. However, the higher Court held the insurance company liable, and said:

"The most important question presented is as to the meaning of the phrase 'overturning of the truck.' . . . A risk fairly within contemplation is not to be avoided by any nice distinction or artificial refinement in the use of words. . . . It was the merchandise rather than the vehicle which was insured and the safety of the merchandise was the object of taking out the insurance."

Entitled to Costs of the Litigation

IN many instances warehousemen are undecided about the true ownership of stored goods, or persons who claim ownership to the merchandise present contradictory claims. Under these conditions the warehouseman cannot without great risk of future liability deliver the stored goods to the claimant. It is important to know that under these circumstances the warehouseman may file suit and request the Court to decide the rights of the various claimants, and the Court will compel the legal owner or

owners to pay the costs of the litigation.

For instance, in *Milton Warehouse Co. v. Basche-Sage Hardware Co.*, 34 P. (2d) 978, Oregon, it was shown that a warehouseman became informed that there was controversy and disagreement as to ownership of stored goods. He filed suit and asked the Court to settle the disagreement between the parties in order that he might deliver the goods to the proper person.

Later, the one who had been adjudged by the Court to be legally entitled to possession of the merchandise, refused to pay the expenses or costs to the warehouseman in having the Court decide the conflicting claims of the owners. However, it is interesting to observe that the higher Court held the warehouseman entitled to recover these costs, and said:

"In a suit of interpleader, if properly brought, plaintiff [warehouseman], upon being discharged, is entitled to his costs out of the fund deposited in Court, if the property so deposited is of such a nature that it is available for the payment of costs. . . . He may be allowed, in certain cases, a lien on the fund for his costs, but that was not deemed necessary, and no one is requesting it at this time."

City Truck License Law Is Held Void

THE Courts have consistently held that municipalities are creatures of the law and are political sub-divisions of the State, created as a convenient agency for the exercise of such powers as are conferred upon them by the Legislature. In other words, municipalities possess only such powers as the State through its Legislature has expressly or impliedly conferred upon them. Therefore, an ordinance is void by which a municipality attempts to collect license fees for operation of motor trucks on its streets, if no State law exists which authorizes the city to enact such law. Obviously, therefore, a city ordinance is void which contradicts or is forbidden by a State law.

For example, in *City of Pineville v. Meeks*, 71 S. W. (2d) 33, Kentucky, it was disclosed that a city passed an ordinance which provides that no truck or other heavy motor vehicle carrying goods or merchandise for hire could enter upon any street without first obtaining a permit so to do from the clerk of the city, excepting, however, motor vehicles operating in interstate commerce and those passing through the city and using certain streets designated in the ordinance.

A State law provides for license fees of motor vehicles; but it specifies: "No municipality shall be authorized to impose a license fee or tax upon any motor vehicle operated under a certificate or permit granted pursuant to the provisions of this Act."

The owner of a furniture-moving truck was arrested by the city authorities for operating his truck on the streets without obtaining a city license. However, the higher Court held the

truck owner not guilty of any offense, and said:

"Our conclusion is that it was within the power of the Legislature, in imposing license taxes upon motor vehicles, to forbid municipalities imposing any additional fees or taxes thereon. . . . It follows therefore that . . . the city was without authority to impose a license tax or fee for its operation within the city."

Intentions Control

IT is well settled law that a State may not use its taxing power to regulate or burden interstate commerce. On the other hand, a State excise tax which affects interstate commerce, not directly, but only incidentally and remotely, may be entirely valid. This is particularly true if the tax is not imposed with the covert purpose or with the effect of defeating United States constitutional rights.

For illustration, it has been generally held that legal title to shipped goods remains with the shipper during transit if the price of the merchandise is F.O.B. the place of delivery. In other words, title to shipped goods ordinarily passes to the consignee at the F.O.B. point.

Under these circumstances the shipper, or consignor, is liable for any damage to or loss of the goods during transit. Therefore, if the purchaser becomes bankrupt or, for other reasons, the consignor decides to stop delivery, he may order the carrier to return the shipment at any time before it reaches the destination. However, this rule of the law is not always applicable, especially if the F.O.B. point specified in the bill of sale or lading is not the real intention of the parties.

For instance, in *Commonwealth*, 173 Atl. 404, a company, whose principal place of business is in Pennsylvania, sold certain merchandise to a company in Pennsylvania and ordered the shipment from Wilmington, Del. The shipment moved under a bill of lading showing the seller as consignor. The place of shipment was indicated as Wilmington, and of destination the consignee's private sidings at Philadelphia. Freight was not prepaid, and the consignee paid it. The invoice made out by the seller and sent to the consignee stated that the shipment was made F.O.B. Wilmington, thus indicating that the title to the merchandise resided in the purchaser before the shipment began to move.

The legal question involved was whether the shipment was subject to tax in Pennsylvania. It was contended that inasmuch as the purchaser took legal title to the goods in Delaware, the State of Pennsylvania could not tax an interstate shipment. However, the higher Court held Pennsylvania entitled to tax the goods as an intrastate shipment, and said:

"The contention of appellant [seller] arises out of the circumstance that the price was fixed F.O.B. Wilmington. This, however, does not necessarily mean that

title passed there . . . The authorities [Courts] holding that delivery to a common carrier is delivery to the vendee have no application here, because the intention of the parties, which is controlling on the question of delivery, shows that the title was not intended to pass until the goods reached their destination."

Also, in *Minnesota v. Blasius*, 290 U. S. 1, the Supreme Court of the United States, speaking through Mr. Chief Justice Hughes, said:

"But because there is a flow of interstate commerce which is subject to the regulating power of the Congress, it does not necessarily follow that . . . a State may not lay a non-discriminatory tax upon property which, although connected with that flow as a general course of business, has come to rest and has acquired a situs within the States."

On the other hand, in the late United States Supreme Court case of *Sonneborn Bros. v. Cureton*, 262 U. S. 506, it was shown that the seller was located in a different State from the purchaser, and the contract of sale was made with the purchaser by an agent of the seller. The contract, therefore, clearly contemplated a shipment from the seller to the purchaser in interstate commerce. The movement in interstate commerce was not incidental, but was intended by the parties to the contract of sale. Under these conditions it was held that the State in which the merchandise was received could not tax the shipment, but it could tax the goods, as being valuable property, after it was accepted and stored by the consignee.

What Constitutes "Doing Business?"

VARIOUS Courts have held that the right to be a corporation, or to do business as a corporation, is a franchise which ordinarily has its situs at the place where the home office of the corporation is situated.

In other words, the actual exercise of the power to do business is a franchise, and such a franchise has a substantial existence in every State where the business is transacted.

For this reason a State law is valid which requires (1) payment of a franchise tax by a corporation having a branch office therein; or, (2) payment of taxes on intrastate shipments; or (3) payment of taxes on interstate shipments which are intentionally stopped in transit for sorting, weighing, inspection, or for re-distribution, whether to points within or without the State.

For example, in the case of *Union v. Johnson*, 32 P. (2d) 360, Los Angeles, a corporation contested the right of a State to enforce a law which required corporations to pay a specified tax for "doing business" within the State. In holding the law valid, the Court said:

"The intention sought to be expressed by the legislative enactment by the use of the words 'doing business,' was to subject those corporations to a tax which are doing some substantial part

of their ordinary business, or exercising some of the functions for which they were created, because they are then doing business within the State."

Breach of Contract

LEGAL EDITOR, Distribution and Warehousing: I have been a very appreciative reader of your legal section for several years and would like now to ask you for some help.

A, a storage and moving company, contracts with Mrs. Jones to store her goods and stores them in B's warehouse. B issues a warehouse receipt to A, and A issues his own warehouse receipt to Mrs. Jones. Under these conditions A is directly responsible to Mrs. Jones, while B is responsible only to A and has no privity of contract with Mrs. Jones. B has no authority to deliver the goods to anyone but A. I would also like authorities in this situation to prove that B is liable to A where B goes out to A's customer and collects A's receipt and gives the customer his own (B's) receipt, and then later refuses to permit A to have anything to do with his own customer.—Argonne Van and Storage Co.

Answer: It is my opinion that the real legal point involves B's act of causing Mrs. Jones to breach her contract with A. It is well known that any person is liable in damages who causes another to breach a valid contract.

For instance, in a leading case, *Cumberland v. De Witt*, 87 Atl. 927, the Court, in holding a person liable in damages for inducing another to breach a valid contract, said:

"Every one has a right to enjoy the fruits and advantages of his own enterprise, industry, skill and credit. He has no right to be protected against competition; but he has a right to be free from malicious and wanton interference, disturbance or annoyance."

Also, in a leading case, *Swaney v. Crawley*, 157 N. W. 910, it was disclosed that a man named Crawley purposely induced another to breach his contract. The other party to the contract filed suit against Crawley for an amount in damages equal to the financial loss sustained. This Court promptly held Crawley liable, indicating that exemplary or increased damages are allowable where

a person maliciously induces another to breach a contract. This Court said:

"The injury suffered by plaintiff in consequence of the wrongful act of defendant [competitor] in causing Dowdall to break his contract was the loss of the benefits secured by the contract, and he is entitled to recover such damages. . . . The injured party is limited, as a general rule, to such damages as might have been recovered for a breach of the contract itself. . . . And in a particular case, where express malice is shown, exemplary damages may perhaps be recovered."

It is therefore quite apparent that many higher Court cases can be cited which invariably hold any person liable in damages where it is shown that he induced another to break a valid contract, such as B going to Mrs. Jones and inducing her to breach her contract of storage with A.

When Goods in Storage Are Sold at Auction

LEGAL EDITOR, Distribution and Warehousing: Please inform me whether a warehouseman is liable for conversion where stored goods are sold at auction and afterward the owner of the goods contends that he did not receive notice that the goods were to be sold. It is my custom to advertise the sale and send written notice in accordance with the requirements of the State law.—The National Warehouse Co.

Answer: A few days ago I received notification from the Queensboro Storage Warehouse, Inc., New York, of a similar suit which was decided last week. In this case the owner of stored furniture sued the warehouseman for conversion for its failure to give notice of sale pursuant to Section 118 of the General Business Law. The statute provides that notice shall be given by delivery in person or by registered letter addressed to the last known place of business or abode of the person to be notified.

The warehouseman sent the notice by registered mail but it was returned by the postal authorities as "unclaimed."

The jury of the lower Court held the warehouseman liable for conversion and awarded a verdict of \$600 in favor of the owner of the goods.

However, the higher Court reversed this verdict, and said:

"Concededly, plaintiff [owner of

goods] never received such notice. There is no dispute, however, that defendant [warehouseman] sent a notice by registered letter correctly addressed to plaintiff, which was returned as 'unclaimed.' Under these circumstances we believe that defendant [warehouseman] sufficiently complied with the requirements of the statute as to the giving of notice."

Therefore, it is quite apparent that a warehouseman is not liable for conversion if he sells stored goods after giving the owner notification strictly in accordance with the law, although the owner actually does not receive the notification.

LEGAL EDITOR, Distribution and Warehousing: Frequently when we auction goods the income from the sale is over the amount of our lien. What do you advise us to do under these circumstances? Shall we communicate with these people and mail them the balance? We would rather hold it on deposit until the owner calls for it, as we believe that by getting in touch with these people it might start trouble. Also, we usually sort out the valuable papers such as photographs, diaries, etc., and keep them at the warehouse in case the owner calls. Should we communicate with the owners and advise them that we have their valuable papers?—Golden Rule Storage and Warehouse Co.

Answer: The Courts have consistently held that where stored goods are sold to satisfy a lien, the money over the amount of the lien and the cost of conducting the sale belongs to the owner of the stored property. Therefore you should send it to the owner without delay, or notify him to call for it. However, it is advisable to sell only the quantity sufficient to pay your charges.

If it is possible for you to retain from sale any personal belongings such as papers, diaries and the like, and in doing so you do not violate a State law, it is advisable to hold such articles until called for by the owner after he receives notification that you have them in your possession. However, in order to avoid controversy many warehousemen sell all goods in storage without sorting out valuable papers, because it is believed that if the owner wants them he will make request after receiving notification of the intended sale.

"Marty" Kennelly's Current Hard Job Is Trying to Quit Chicago's Park Board

MAYOR KELLY of Chicago paid Martin H. Kennelly, then president of the National Furniture Warehousemen's Association and president of Werner Bros.-Kennelly Co., Chicago, a high tribute on Jan. 5 when Mr. Kennelly "resigned" as commissioner and auditor of the Chicago Park District.

The mayor announced that no action would be taken on the resignation until every effort had been made to induce him to rescind his action. He stated:

"Mr. Kennelly is one of the best informed park men in the city and I hope that he will continue in his position. He is planning to take a rest and I will renew the matter with him when he has returned from his vacation."

Appointed in 1933

Governor Horner named Mr. Kennelly a member of the park board January, 1933, and Mayor Kelly appointed him a

commissioner of the Chicago Park District in April, 1934. He was later elected auditor and was instrumental in reorganization of the park financial system, which has received commendation of the highest order from similar organizations throughout the country.

Robert H. Dunham, president of the park board said:

"I realize that board activities have taken all of his time. I hope, however, that after a rest he will reconsider."

MOTOR FREIGHT and

Reg. U. S. Patent Office

Department Conducted

Regulation of Trucking Is Urged by Eastman

Hauling Industry's NRA Code
Would Remain in EffectDISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building

REGULATION of interstate motor transportation by the Interstate Commerce Commission, but with the trucking Code remaining in force and effect in those fields not covered through I.C.C. amendments, was proposed by Coordinator Joseph B. Eastman when he filed his long-awaited report with Congress.

The suggestions of the Coordinator differ in some respects from those made in his 1934 report. The Code, for instance, was not mentioned in the earlier statement.

Based, very likely, on the experience which has come out of transportation studies and NRA operations which have been going on in the interim, the Coordinator suggests a less rigid program of regulation. He has projected a method by which the differing types of motor transportation may be treated with especial reference to their own requirements and problems, with a gradation of control effected.

Missing, too, is the strict requirement that a trucker must show public convenience and necessity before receiving a permit, the fact that he has been in operation notwithstanding. Instead there has been inserted a "grandfather's clause" which entitles an operator to a permit providing he was in the trucking business in 1934 and has remained in it.

THE following analysis of the more important provisions was prepared by American Trucking Associations:

"Section 302. Declaration of Policy and Delegation of Jurisdiction.

"(a) To promote, encourage, and regulate transportation by motor carriers to develop and maintain sound economic conditions; provide adequate, economical and efficient transportation service by motor carriers; improve relations between such carriers and other agencies of transportation; coordinate transportation by motor carriers and other agencies and regulation thereof; foster and preserve in the public interest a transportation system properly adapted to the needs of the commerce of the United States and of the national defense; and to cooperate with the States and duly

authorized officials thereof in administration and enforcement.

"Excluded from the provisions of the bill: transportation of persons or property intrastate wholly within a municipality or between contiguous municipalities or within a zone adjacent to and commercially a part of such municipality, except when under a common control, management or arrangement for continuous carriage or shipment to or from a point within such municipality or zone.

"It is made the duty of the Interstate Commerce Commission to supervise and regulate common and contract carriers and transportation brokers. The Commission may establish reasonable requirements with respect to continuous and adequate service, uniform accounts,

A more sympathetic attitude with reference to the problems of contract carrier rates is indicated in the report. It will be remembered that the Rayburn bill sought to boost contract carrier rates to the level of common carrier charges, irrespective of whether there was great or small disparity.

The Coordinator shows a leaning toward the principle of rate agreements among operators, although there is little emphasis placed on this subject; as a matter of fact his approval is more by inference than outright statement.

The truck regulatory measure would take the form of an amendment to the existing Interstate Commerce Act. With it are incorporated other suggested amendments which would place water carriers under a similar form of regulation; and several which would amend the I.C.C. Act in other respects and for other purposes.

An increase in membership of the Commission, from 11 to 16, is suggested, with the idea that it shall then be divided into several groups, one having immediate control and responsibility for motor transportation, another for water transport, etc., but with final authority resting in the full Commission.

The Coordinator would have broad authority in Code matters, acting as the conduit through which the President would exercise his executive powers under the National Industrial Recovery Act.

reports and records and safety of operation.

"For carrying out of provisions pertaining to safety, the Commission may call upon research agencies of the Federal Government having special knowledge of such matter.

"An important new provision, stressed by the Coordinator, permits the Commission to establish classifications or groups of common or contract carriers as the special nature of service performed shall require, and rules, regulations and requirements to be observed by such classifications or groups. The Coordinator suggests this as creating flexibility in regulations necessary to meet the varied trucking services performed.

"Section 305. Administration.

and TRANSPORTATION

cted by F. Eugene Spooner

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"The general administration is placed with the Interstate Commerce Commission. When, however, operations involve not more than three States, it is made mandatory to refer the matter to a joint board selected by the Commission from nominees by each of the State Commissions:

"Sections 306, 307, and 308. Certificates of Public Convenience and Necessity.

"No common carrier by motor vehicle may engage in interstate or foreign commerce on any public highway unless having in force a certificate of public convenience authorizing such operations.

"Certificates are to be issued to any qualified applicant, for whole or part of operations covered by the application, found fit, willing and able properly to perform service and conform to provisions of the Act and requirements, rules and regulations of the Commission, and where the proposed service is or will be required by the present or future public convenience and necessity, otherwise such application shall be denied.

"Certificate for transportation of passengers may include authority to transport the same vehicle, passengers, newspapers, baggage, express or mail.

"Grandfather" Clause

"The 'grandfather' clause for common carriers provides that:

"If any common carrier or predecessor who was in *bona fide* operation as a common carrier by motor vehicle in 1934, over the route or routes or within the territory for which application is made and has so operated continuously since that time, or, if engaged in furnishing seasonable service, only, was in *bona fide* and continuous operation in 1934, during the season ordinarily covered by its operations, except as to interruptions of service over which the applicant or its predecessor in interest had no control, the Commission shall issue such certificates without requiring further proof that public convenience and necessity will be served by such operation, and without further proceedings, if application for such certificates is made to the Commission within sixty days after the Act takes effect. Otherwise, pending the determination of any other applications, continuance of operation shall be lawful.

"Section 310. Dual Operation.

"Unlawful to hold at same time certificate as common carrier and permit as contract carrier authorizing operation over same route or territory unless for good cause shown the Commission.

"Section 313. Consolidation, Merger and Acquisition of Control.

"Lawful for two or more interstate common carriers 'not also carriers by railroads' to consolidate or merge properties, or merge with one or more contract carriers, only under conditions specified in bill. Provisions made for failure to comply with the provisions of this section through medium of district courts.

"Carriers acting in compliance with section relieved from operation of 'anti-trust laws.'

"Section 314. Issuance of Securities.

"While carriers are made subject to that section of the Interstate Commerce Act requiring approval of issuance of securities, they are relieved from these provisions where par value of securities to be issued and outstanding does not exceed \$500,000. Provisions of 'Securities Act, 1933' not to relate to securities issued under this section.

"Section 306. Rates, Fares and Charges of Common Carriers.

"Made duty of common carriers by truck to establish reasonable through rates with other common carriers by railroad or express or water; provide safe and adequate service, equipment and facility; observe just and reasonable individual and joint rate classifications, practices relating to tickets, receipts, bills of lading, etc., and manner and method of presenting, marking, packing and delivering property for transportation, etc.; establish in case of joint rates just, reasonable and equitable divisions.

"Commission has power, upon complaint or own motion, to suspend new rates for 90 days or extended period not longer in aggregate than 180 days. Suspension right not to apply to initial schedule filed by carrier under Grandfather Clause.

Filing Tariffs

"Section 317. Tariffs of Common Carriers.

"Tariffs to be printed, kept on file with Commission and for public inspection, showing all rates and services on own route and points and route of any other carrier where joint rate is established. To be filed in form required by Commission.

"Shall not demand or collect greater or less or different compensation than specified in tariff, or refund or remit any portion of rates or extend privileges or facilities except as specified in tariffs.

"Change only upon 30 days' notice, except upon permission of Commission.

"Section 318. Schedules of Contract Carriers.

"Similar publication to that of common carriers required; shall not transport unless charges so published. No reduction except after 30 days' notice.

"Identification plates shall be displayed upon each motor vehicle operated under certificate or permit, carrier to pay reasonable costs thereof. Substitution or transfer made unlawful.

"Commission is authorized to investigate and report need for Federal regulation of size and weights of motor vehicles and combinations; qualifications and maximum hours of service of employees of all motor carriers and private carriers of property by motor vehicle.

"Section 327. Times Effective.

"To become effective on and after July 1, 1935. Permission, however, if found necessary or desirable in public interest, to postpone effective date of any provision, but not beyond January 1, 1936."

The Code

How extensively the Code and the new system of control may operate concurrently will not be known until Congress legislates. The Coordinator is convinced self-government of the industry is not adequate but says, nevertheless, there is no reason why the Code should not remain in force in field not covered by Congressional enactments. After declaring against Code regulations as a permanent form of government, he states:

"There are, however, certain desirable things, not inconsistent with Commission regulation, which can often be better accomplished by a code of fair competition than in any other way; and the opportunity to accomplish such results through a code should clearly be open. For example, where the employees are not well organized, a code is an excellent means of preventing exploitation of labor through the enforcement of minimum wages and maximum hours of service. There are doubtless certain unfair trade practices which can be well controlled in this way. The organization of the industry brought about and fostered by a code can be of great help to Commission regulation. There is even no reason why the industry in its Code should not undertake self-regulation of rates, so long as regulation of rates by the Commission is not precluded, where necessary. In the drafts of legislation, herewith submitted, the opportunity for such use of codes is left open, but it is provided that they shall be administered in behalf of the President by the Co-

ordinator of Transportation, hereinafter described, in harmony with the policy of centralizing governmental administration of all transportation matters.

Bills Introduced

Bills to carry out the recommendations made by the Coordinator have been introduced in both branches of Congress. The Senate measure, sponsored by Senator Wheeler of Montana, who introduced it "by request," is S. 1629. On the House side, Representative Huddleston of Alabama introduced the truck regulatory bill as H.R. 5262.

The bills did not find favor with the "policy committee" of American Trucking Associations, and several amendments are to be requested. To carry on the fight when the proposed enactment comes on for hearing, a permanent legislative committee has been named, headed by Chairman Ted V. Rodgers of the national Code Authority. Serving with him will be William G. Fitzpatrick, Detroit; Frank C. Schmidt, Toledo; W. F. Banks, Brooklyn; C. S. Reynolds, Tacoma; Roy B. Thompson, San Francisco; Robert A. Anderson, St. Louis; Allan J. Wilson, Boston; H. D. Horton, Charlotte; Fisher G. Dorsey, Houston; William Winkler, Chicago; J. H. Alphin, El Dorado, Ark.

Failure to blanket into the new system of regulation the machinery developed in one year of Code government is the principal objection of the trucking associations. The operators feel that the proposed bill throws into discard the experience of NRA control and disregards the fact that many benefits of a permanent nature, arising therefrom, will be lost.

The suggestion for reorganization of the Interstate Commerce Commission by creating several specialized units for immediate jurisdiction over the various forms of transportation was favored. The "grandfather clause" was considered to be good in principle, but there was some apprehension that it might have the effect of prohibiting companies from expanding or modernizing their equipment. In its consideration of this section, the group favored refusal of certificates to operators who have not registered under the trucking Code and complied with it.

As drawn, the bill would make it possible for the I.C.C. to revoke a contract carrier's permit if he discontinued his contracts. This was objected to and the suggestion made that the fact that a person is engaged in contract carriage should be the determining point, rather than individual contracts.

At the conclusion of its discussions, the committee adopted the following resolutions:

"That the present Code of Fair Competition for the Trucking Industry be continued in full force and effect and that its administration be placed under the Coordinator or a Commissioner of Transportation, connected in some way with the differently constituted Interstate Commerce Commission.

"Because of the character of the Industry, it consisting largely of small

units with an average of 1.6 vehicles per owner, that any regulation should be as near self-regulation as possible and, with that end in view, that the detail of administration should be left, as far as possible, to the various Code Authorities of the Industry under supervision of the Coordinator of Transportation or Commissioner of Transportation, as the case may be.

"Careful consideration should be given to the inclusion of the operation of the so-called shipper-owned trucks to the extent that they may be operated in for-hire service through the operator making a charge to the customer for delivery service, either by way of a direct charge or by having a different price for the goods sold and transported in delivery than the price for goods when sold and not transported by the seller in delivery."

In setting forth its position on rate control, the committee, at its meeting, stated:

"This Industry has given a great deal of thought and study to the most practical method of rate making. When the Code was submitted it included provision for the making of rates by group agreement, which had met with very widespread approval within the Industry. The Code even went so far as a formal hearing with this provision in it. However, when it was signed, this provision had been removed by the National Recovery Administration. Since then there have been vigorous attempts to reinstate it, but these have failed because the National Industrial Recovery Board has certain policies instituted because of conditions in manufacturing and other industries where price-fixing has not proved practical as distinguished from the transportation industry, in which a known rate is the prime requisite from the viewpoint of the public as well as the carrier. We urge that when the above program has been carried out, the group rate provision be put into the Code by way of amendment, because our Industry is convinced that it is the most practical way of arriving at rate stabilization."

In addition to the members of the legislative committee, those in attendance at the policy committee meeting included Percy F. Arnold, Providence; S. J. Cashel, St. Louis; James E. Murphy, St. Paul; W. L. Stodghill, Louisville; Buell G. Miller, Philadelphia; E. D. Balcom, Dallas; and Frank Shufflebarger, Albuquerque.

—H. M. Manning.

Maryland Is Enforcing Law on Compulsory Liability Coverage

DISTRIBUTION & WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building

MARYLAND State Police are conducting a drive on all trucks which fail to comply with Maryland's compulsory liability insurance law.

Stationed at the District line here and on Bladensburg Road, State Police are stopping all out-of-State common carriers to make sure they have liability insurance. Early in February about 100 trucks had been turned back because

they had not complied with the Maryland law.

All Maryland trucks used for hire are required to obtain liability insurance before being issued license tags.

—George H. Manning, Jr.

Boland Persists in Effort to Tax Interstate Trucks

DISTRIBUTION & WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building

FOR the third time since he has been a member of Congress, Representative Patrick J. Boland, Pennsylvania, has introduced in the House a measure seeking to impose a tax on motor trucks and buses operating in interstate commerce.

Section 1 provides expressly for the following rate of taxation:

"Truck with capacity of 1½ tons and less, 2 cents per mile; truck with capacity exceeding 1½ tons, 3 cents per mile; bus with seating capacity of 10 passengers or less, 2 cents per mile; bus with seating capacity exceeding 10 passengers, 3 cents per mile."

Section 2 requires that all operators in interstate commerce file at regular stated periods a return listing mileage and all other data pertinent to the administration of the Act should it be passed.

Records

Furthermore, the operator would be required to keep detailed records of his business which would be open to any representative of the Bureau of Internal Revenue who cared to inspect them for purposes of checking.

By way of penalties, it is provided that any operator who failed to pay the tax when due would be assessed as interest an additional 1 per cent per month from the time it is due until paid. For failure to file a return or for filing an erroneous return the operator would be assessed an additional penalty of 10 per cent of the amount due.

Any operator who willfully failed to keep records, file returns or pay the tax would be subject to a fine of not more than \$10,000 and imprisonment of not more than one year, or both.

The measure was referred to the House Committee on Ways and Means where both its predecessors died.

—Robert C. McClellan.

White Announces Streamline 6-Cylinder Indiana Truck

A NEW streamlined light-duty Indiana truck, priced at \$695, has been brought out by the White Motor Company, its producer. Volume delivery of the first of 10,000 units to be built this year will start March 15.

The new model, of 11,000 pounds gross capacity, marks the Indiana entry into the lowest price field.

Modern streamline appearance is a striking feature of the chassis, achieved by the use of deep-skirted fenders, cadmium-plated radiator grille and louvers and a sedan type cab. The truck features a 6-cylinder 263 cubic inch engine, hydraulic brakes, and ventilated disk wheels.

What Movers in Denver Have Learned about Side Lines

(Concluded from page 30)

age company and president of the Denver Movers and Warehousemen's association. "We hope shortly to have such an account—and if we do, we're going out after the business with a good-sized force of 'crack' salesmen. We would want to know that a maximum volume was really developed, and the only way to do so is to handle the whole operation."

"Those of us who have depended mainly on the moving business certainly need some profitable sideline. The important question is, what it shall be? We in the Logan firm have hesitated to take on anything not directly allied to moving. But, we're getting away from that idea."

"When you consider the lines that really fit in with moving, the possibilities are mighty limited. Furniture is practically the only thing that really 'fits the picture.' My firm tried handling it several years ago—and without any degree of success. There are two main difficulties. First, the fact that without a large volume—which requires prices below what the small dealer can buy for, plus a good, downtown location—a man can't sell on the instalment plan. And, deferred payments are what nearly everybody demands. Second, even if you can handle some instalment business—which we tried to do—the costs of collection are prohibitively high. We found that even where people were able and willing to pay, people wouldn't bring in the money. We had to go out and get it. The price angle is also of major importance. The exclusive furniture houses buy in such large lots that they can profitably sell for less than we can buy for. Plus this, they run a good many items as leaders."

"We have also thought of the rug cleaning business. But, it requires an original investment of a number of thousand dollars and the field is already overrun. Much of the same condition is found in house ventilating. In Denver, a high license fee is required and there are already too many fumigators."

The Amick Transfer and Storage Co. has recently taken on a liquor account which promises to be quite profitable. Selling is handled by a separate organization, the Amick concern dealing only in warehousing, handling and distribution. About 90% of the deliveries are made in Denver. Regular Code rates are charged on all three types of work.

Ray Johnson of the Johnson Storage & Moving Company reports much the same difficulty in handling radios as was experienced by Mr. Oakey with furniture. People want too much credit.

However, Mr. Johnson has increased his revenue \$75 to \$100 per month through a novel tie-up with a second-hand piano dealer. The company rents him office space and stores all his merchandise and handles deliveries. The company doesn't have anything to do with his product, service or selling.

"It seems to me that the best side line opportunities lie in operations of

this sort," says Mr. Johnson. "New sources of our own business are what we want—not to get into another business. Investigation of most other lines shows that they are about as bad off as we are. So why take on more worries than we already have?"

FOR SALE

UP-TO-DATE fire - proof warehouse, four stories brick and concrete, built on 50 by 200-ft. plot; steel rooms and open storage; 70% filled; now doing good business. Two large auto vans.

Must be seen to be appreciated.

Will take mortgage for large part of purchase price if responsible party. Will require reference. No middlemen.

Apply to James C. Hinchcliffe, 5 Colt Street, Paterson, N. J. Telephone: Sherwood 2-6442.

A New President



Charles D. Morgan

AS announced in last month's "D. & W.," Mr. Morgan has been elected 1935 president of the New York Furniture Warehousemen's Association. He had served several years as the group's vice-president and board chairman.

Treasurer of Morgan & Brother Fireproof Storage Warehouses, Inc., on Manhattan's lower West Side, Charles D. Morgan is a son of Arthur James Morgan, who died on Dec. 18. The father was the company's president.

At the recent Biloxi convention of the National Furniture Warehousemen's Association, Charles D. Morgan was elected eastern regional member of the 1936 nominating committee.

Kennicott Sells Its Transfer Business

Effective Feb. 1, the Gallagher Transfer Co., headed by A. E. Gallagher as president, bought out the transfer business of Kennicott Warehouses, Inc., Denver.

From now on the Kennicott organization will devote its efforts entirely to the storage business. The Gallagher concern has opened offices in the Kennicott building to handle this branch of the trade but will continue its former location at 2132 Broadway to take care of the trucking trade.

W. F. Hess recently withdrew from the Kennicott firm as manager. No successor has yet been appointed.

The Gallagher deal involves a good volume of business, as the Kennicott company had previously taken over the storage and transfer business of the Merchants Transfer Co.

Heads Baltimore Firm

Ludlow H. Baldwin, formerly manager of the Terminal Warehouse Company, Baltimore, has been elected the firm's president to succeed Samuel W. Lippincott, who recently retired after forty years of service.

A native of Baltimore and a graduate of Johns Hopkins University and of the Harvard Law School, Mr. Baldwin was identified with the Hanover National Bank of New York and with the Baltimore Trust Co. before joining Terminal.

Safes Robbed

Burglars broke into the offices of the Wilmington Transfer & Storage Co., Los Angeles Harbor, some time over the week-end of Jan. 12-13, and jimmied the locks from two safes and stole cash in the sum of \$150, checks totalling about \$1,000, and life insurance policies belonging to C. B. Carter, the firm's president.

Butte to Los Angeles Service by Garrett

Through motor freight service from Butte, Mont., on the north, to Los Angeles on the south, has been established by the Garrett Transfer & Storage Co., Pocatello and Idaho Falls, Idaho, it was announced on Feb. 2, with the inauguration of service from St. George, Utah, to the southern California city by way of Las Vegas, Nev., and San Bernardino, Cal.

Diesel-powered trucks are used, providing a sixty-hour service between Idaho Falls and Los Angeles, with refrigeration facilities offered.

The Garrett firm's motor freight set-up now provides service to eleven western States, either via the company's direct service or through connections.

Scobey to Build

The Scobey Fireproof Storage Company, San Antonio, has awarded a general contract for a two-story addition, 100 by 164 feet, to be equipped in part for cold storage service. The cost will approximate \$75,000.

**Death Takes "Steve" Tooker;
Chicago Warehouse Executive
and Yachtsman Was Aged 38**

STEPHEN C. TOOKER, JR., president of the Currier-Lee Warehouse Company and vice-president of the Tooker Storage & Forwarding Company, both in Chicago, and a director of the Illinois Association of Merchandise Warehousemen, died of pneumonia following an appendicitis operation at the Michael Reese Hospital in Chicago on Feb. 6, at the age of 38 years. Word of his passing was received at the New Orleans convention of American Warehousemen's Association, of which he was a member; he had been planning to attend the meeting.

Born in Minneapolis in 1897, Mr. Tooker was graduated from high school. He began a preparatory course at Andover, Mass., but changed his mind and at the age of 20 began what proved to be a brilliant warehousing career. He entered the Tooker organization, of



S. C. Tooker, Jr.

which his father, Stephen C. Tooker, Sr., is president, and played an important part in expanding the firm's facilities from 40,000 to 210,000 square feet of storage space at the present time, with operations also along the Brooklyn, N. Y., waterfront. Active as a trade organization worker, he had served a term as president of the Illinois Association of Merchandise Warehousemen.

During the World War Mr. Tooker enlisted in the Quartermaster's Department, and at the time of his death was a captain in the Quartermaster's Reserve Corps. He was a member of the Midlothian Club of Chicago; president of the Chicago port of the Propeller Club; commodore of the Isle Royale Yacht Club, Isle Royale, Mich.; and was a member of the Illinois Athletic Club and of Blair Lodge No. 393, A. F. A. M.

Mr. Tooker is survived by his wife; two daughters, Janet and Helen; and his parents, Mr. and Mrs. Stephen C. Tooker, Sr., of Pasadena, Cal.

Funeral services were held in the Gordon Memorial Chapel, Chicago, on Feb. 9. Burial was made in the Forest Lawn Memorial Park, Glendale, Cal., on Feb. 14, with the rites of the Masonic service.

Joseph H. Crooks

Death on Feb. 21 removed Joseph F. Crooks, vice-president of the Crooks Terminal Warehouses, Inc., Kansas City, Mo. He was a brother of Harry D. Crooks, president of the organization, which has warehousing interests in Chicago, Kansas City and Los Angeles.

Mr. Crooks, who was born and raised in Chicago, was 43 years old. He removed to Kansas City about ten years ago. He is survived by his widow, Anna; five children; and three brothers, Harry D., Thomas A. and Alfred J. Funeral services were held at 3254 West Marquette Boulevard, the residence of his late father, David L. Crooks.

**M. R. Durham Dies, Aged 70;
Was New Haven Warehouseman**

MYRON R. DURHAM, president of the Durham Storage Co., a merchandise, household goods and cold storage firm in New Haven, Conn., died in a New Haven hospital on Jan. 14. He had undergone a slight operation and was awaiting another. He was 70 years old.

Born in New Haven on Christmas Day in 1864, Mr. Durham was educated in the city's public schools. After a brief connection with the lumber and contracting business he became a partner in a New Haven furniture concern. About twenty years ago he retired from that field to devote his interests entirely to the storage business, operating four warehouse buildings.

Mr. Durham was a member of the merchandise division of the American Warehousemen's Association, the National Furniture Warehousemen's Association, the Connecticut Warehousemen's Association and the New Haven Van Owners' Association. He had been president of the American Bank & Trust Co. since its incorporation in 1914; was a member of the State Commission on Rivers, Harbors and Bridges; a director of the South End Development Co., and a past commodore of the New Haven Yacht Club. He is survived by his widow, Mrs. Hattie Durham; a son, Earl Durham; and a daughter, Mrs. Harry Brown.

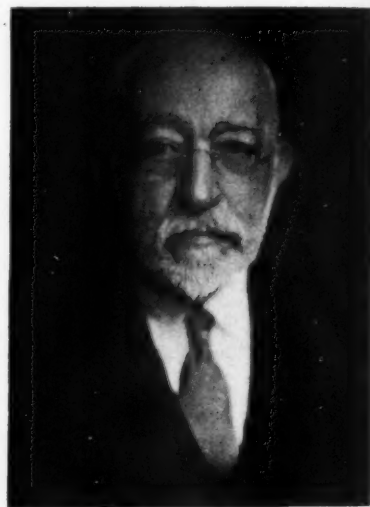
G. H. McGee

George H. McGee, who was president and manager of the old McGee Warehouse & Storage Co., Shreveport, La., died accidentally late in January. He was 46 years old.

**Philip Godley Dies at 88;
Philadelphia Warehouseman
Was Past A.W.A. President**

PHILIP GODLEY, for many years proprietor of Godley's Storage Warehouse, Philadelphia, and sometimes spoken of as "the dean of the merchandise warehouse industry," died in West Chester Hospital, West Chester, Pa., on Feb. 7. Had he lived three days longer he would have attained his 88th birthday.

An honorary life member of the American Warehousemen's Association, of which he had been a president, and for six years formerly president of the old Pennsylvania State Warehousemen's Association, Mr. Godley entered the storage business in his father's warehouse, when he was a lad of 16, at the present site, 23 Queen Street. He was a leader in promoting the Port of Philadelphia, taking a deep interest in the city's commercial and industrial affairs. Five times the Philadelphia Board of Trade selected



Philip Godley

him its president, Mr. Godley resigning last spring because of illness. He was in poor health for about a year up to the time of his passing. Possessed of an unusual degree of bodily vigor and of an extremely active mind, he gave no evidence of his advanced years. The immediate cause of his death was ascribed to pneumonia.

Prior to his election as the Board of Trade's president he had been vice-president for ten years; for four decades he served as a member of the board's executive council. He was also a director of the Philadelphia Bourse. He was a charter member of both the American Warehousemen's Association and of the former Pennsylvania State W. A. From Oct. 19, 1894, to Oct. 3, 1896, he was president of the American, being the third executive to occupy that office.

Aside from his warehousing interests, Mr. Godley was president of the Charles-town (S. C.) Mining and Manufacturing Co.; a director of the Philadelphia Belt Line Railroad and of the Warrior Copper Co.; and a member of the Marion Cricket Club.

Surviving are a daughter, Mrs. Ellis Y. Brown, of Haverford, Pa., with whom he had made his home in recent years; a son, Francis D. Godley, of Haverford, who is connected with the Merchants Warehouse Co., Philadelphia; and a sister, Miss Annie Godley, of Philadelphia. There are seven grandchildren. In 1873 Mr. Godley married Mary V. Downing, of Downingtown, who died in 1910.

Joseph B. Jarboe

Joseph B. Jarboe, 63 years old, since 1892 associated with his brother, George H. Jarboe, in the operation of the Jarboe Bros. Storage Warehouses, Baltimore, died at his home at Catonsville, Md., on Feb. 14, after an illness of several months. He was a native of Baltimore. The brothers founded the business bearing their name.

Mr. Jarboe was a member of the National Furniture Warehousemen's Association and the Maryland Furniture Warehousemen's Association.

R. J. Santini

Reynold J. Santini, president and operating executive of A. Santini and Sons, Inc., New York City, died of a cerebral disease on Feb. 14 in a local hospital. He was 39 years old. Of five brothers, George A. Santini was the firm's secretary and treasurer; and Victor Santini was the manager.

J. O. Bissell

John O. Bissell, one of New York City's pioneer storage operators, died at his home in Brooklyn on Feb. 9 at the age of 68 after a short illness. Before entering the realty business Mr. Bissell had organized the New Century Trucking Corporation and later the old Eagle Warehouse Corporation in Manhattan.

T. J. Morris

Thomas J. Morris, treasurer of the Morris Fur Storage Co., Springfield, Mass., died in a Springfield hospital on Feb. 21.

Improvement Is Noted by Hale in Amarillo Area

W. M. Hale, president of the Amarillo (Tex.) Warehouse & Transfermen's Association, reports business "coming up." There was a splendid rain over the Amarillo area on Jan. 6 and 7 and that improved the mental attitude, generally; but aside from that, according to Mr. Hale, warehousemen are handling increased business, with the NRA and Code rulings as factors.

Situation Wanted

BY rug and furniture cleaning plant executive. A man of many years' wide and practical experience who bears highest recommendations as to technical knowledge, efficient plant management and successful sales development in rug-cleaning industry, desires position as manager of a large progressive storage warehouse now operating a rug-cleaning department or which desires to create such a department.

Will accept position anywhere at moderate salary, or salary plus percentage, or straight percentage. Full particulars by letter.

Address Box C-175, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

O.K. Firm Still Operating in Louisville; Listing Omitted from 1935 Directory in Error

THROUGH error in evaluating information returned for the 1935 Warehouse Directory the O. K. Storage & Transfer Co., Louisville, Ky., did not receive the comprehensive listing to which it was entitled. In the Louisville section appeared (page 178) the following: "O. K. Storage & Transfer Co. Now A. B. C. Storage & Transfer Co., which see."

The Directory owner is here asked to substitute the following for O. K.:

"O. K. Storage & Transfer Co. (HHG) (operating Walker Storage & Van Co.). 1104 E. Broadway. Pres., J. M. Walker. V.P., John K. Walker. Treas., J. R. Walker. Est 1905. Inc. Whse: fireproof. Consign shipment via IC—L&N—SouRY—PRR—Monon—LM&StL—B&O—C&O—Big4. AVL. Assoc: NFWA. See listings under New Orleans & Memphis.)"

The A. B. C. Storage & Transfer Co. listed under Louisville in the Directory was organized in 1934 by A. Allen Botts, the firm's president, who had formerly been identified with the O. K. Storage & Transfer Co. as the latter's secretary, manager and operating executive.

A. B. C.'s listing erroneously credits that company with membership in the National Furniture Warehousemen's Association and in the National's Allied Van Lines. Accordingly the symbols "NFWA" and "AVL" should be eliminated from the A. B. C. listing on page 177 of the Directory (published as part of the January *Distribution and Warehousing*).

Detroit Firm Quits

The Baier Transfer & Storage Co., Detroit, was formally dissolved in February several months after ceasing operations. Miss Millie Baier, who had managed the firm for several years, has disposed of the last of the assets.

Culbertson Managing Director of Cincinnati Terminal

AT the annual meeting of the stockholders of Cincinnati Terminal Warehouses, Inc., Cincinnati, late in January, R. G. Culbertson and Harry Foster were elected to fill vacancies on the board of directors. Mr. Culbertson, who is president of the American Chain of Warehouses and a newly-elected member of the Merchandise Warehousing Trade Code Authority, was made the company's managing director; hitherto his title had been operating executive.

The stockholders at their meeting elected the following officers:

Chairman, C. L. Harrison; president, Robert A. Taft; vice-presidents, H. V. Fettick and C. H. Rembold; treasurer, W. E. Fox; secretary, Charles W. Ireland; director of sales and assistant treasurer, Harry Foster; managing director and assistant secretary, R. G. Culbertson.

Mr. Taft reported an increased business for 1934 and said the future looked favorable.

Red Lion Leases Former Fidelity Warehouse

THE Red Lion Storage Co., Inc., Philadelphia, has leased the large fireproof warehouse, at 3120 Market Street, originally occupied by the Fidelity 20th Century Storage Warehouse Co. Officers of the Red Lion said that beginning March 1, when certain interior improvements would have been completed and the entire building ready for business, the company's headquarters, heretofore at 15 North 59th Street, would be established therein. The former headquarters building, a non-fireproof depository, will continue to be used by Red Lion, as will its two fireproof warehouses in the 69th Street area, 237 and 241 Fairfield Avenue, Upper Darby. The former 20th Century structure affords Red Lion approximately 1,000,000 cubic feet of additional space.

The improvements include the rebuilding of the general offices on the main floor and the installation of private offices, as well as semi-private offices for the use of firms having sales representatives and distributors on the premises. Red Lion announces it is rendering 24-hour service. Not only will there be an increase in the regular sales and production staffs, but additional transportation equipment will be put on. The Red Lion Storage Co., Inc., will remain as the transportation division, but a new corporation will be created for the warehousing division, to comply with the new law requiring a separate division.

Irving J. Middleberg is president of the Red Lion Storage Co., Inc., and David Middleberg is vice-president and secretary. It was stated that a third officer might be elected, in the person of William T. Middleberg, as vice-president, in which event David Middleberg probably would be made secretary and treasurer. The business has been in the family since its founding, in 1902.

Receivers Are Appointed for American Storage in Philadelphia Court Suit

TROUBLES of the American Storage and Moving Co., also known as the Continental Delivery Association, 3120 Market Street, Philadelphia, which started in that city and came to somewhat of a head in the appointment first of temporary and later of permanent receivers early in January, had extended, by early February, from Pennsylvania into the State of Georgia, where leave to institute ancillary bankruptcy proceedings was applied for.

Judge W. H. Kirkpatrick, of the United States District Court, Philadelphia, granted the petition for temporary receivers, pursuant to the filing of an involuntary petition in bankruptcy by M. Norman Dubois, attorney, for the Firestone Tire Service Stores, Francis L. Maguire and George A. Mattson, all of Philadelphia, who at the time alleged that the American had assets of \$500 and liabilities in excess of \$9,000, and that while insolvent it permitted a number of its motor trucks, "said to be its chief assets," to be attached without attempting to prevent the attachments; and that the company "did, by its officers and duly authorized agents, transfer and conceal two motor vehicles, namely, sedan automobiles, to Washington, D. C., to hinder, delay and deprive creditors; and that on January 3, 1935, it moved all its equipment from the premises, to place them beyond the reach of creditors." The Court named C. J. Yoder and Stephen McPhillips, Philadelphia, temporary receivers, under bond of \$2,000.

Later in January, Federal Judge Oliver B. Dickinson, on petition of the Firestone Tire Service Stores, appointed Mr. Yoder and Mr. McPhillips permanent receivers under bond of \$5,000 and named M. Norman Dubois and Charles D. Fagels counsel for the petitioners. Federal Judge Kirkpatrick, however, granted the permanent receivers leave to continue the business of the alleged bankrupt for thirty days. Judge Kirkpatrick also granted a petition for the appointment of appraisers of the stock of automobiles, trucks and trailers of American Storage, naming for that purpose Alexander Friedman, William J. Eastwood and William F. Dryden.

Next, the Boulevard Auto Sales Co., Inc., Philadelphia, claiming to be the lessor of two International trucks to American Storage, payments respectively of \$332.41 and \$341 on the lessees being in default, filed notice with the Court, demanding the return of the trucks in question.

In its demand, the automobile company stated that a demand previously had been made on the receivers to deliver possession of these trucks, but that it had been refused. According to the automobile company's statement, the trucks were leased and delivered to American Storage, respectively, June 6, 1934, and Oct. 22, of the same year. In the petitions filed with the Court, at the time, Ronald Senne was named as general

manager of American Storage, and M. R. Piland, Jr., as president. In a later petition, mentioned further on, it was stated that Senne, at the time of the filing thereof, also was secretary, being the only "functioning officer."

Inventory of the receivers was filed in Court on Jan. 24, after they had filed bond and entered into the physical assets of American Storage. This inventory showed that there were "on hand" \$550 and certain records and books; truck and garage equipment, and the contents of certain storage rooms.

Judge Dickinson adjudicated American Storage bankrupt and appointed John M. Hill referee, on Jan. 28, following the petition for such action, filed on the same day, by Firestone Tire Service Stores, Francis L. Maguire and George A. Mattson. M. Norman Dubois was named attorney for the petitioning creditors in this instance, also. A subpoena had been issued, commanding the alleged bankrupt to appear in Court to answer the petition.

On Jan. 30, Receivers McPhillips and Yoder filed through their attorney a petition for a writ of *ne exeat*, alleging that the bankrupt owed about \$20,000, while having assets worth only about \$3,000; that "Ronald Senne was general manager of the bankrupt and held practically all of the stock of the corporation, no other officers functioning at or about the time of the filing of the petition, at which time he was secretary and had personal control of all the assets"; that Senne "has sold and concealed and removed a considerable portion thereof with intent to hinder, delay and defraud creditors; that he has a substantial amount of cash, belonging to the bankrupt, on deposit in his own name at the Alexandria Bank, Alexandria, Va., and that he has secreted assets beyond the jurisdiction of this Court; that he gave up his home at 3729 Huey Avenue, Drexel Hill, and has established himself beyond the jurisdiction of this Court, to the prejudice of the creditors generally, and will so impede the orders of this Court in the above matter."

On the same date Judge Kirkpatrick signed the order of *ne exeat*, to immediately "apprehend and take into custody Ronald Senne and bring him before John M. Hill, referee in bankruptcy, for examination or further order; or at his option to give sufficient bond as surety and bail, in the sum of \$1,000"; and ordering Senne not to leave, or attempt to leave, the territorial jurisdiction of the Court without its permission.

Then a petition for leave to institute ancillary bankruptcy proceedings against American Storage was filed by Receivers McPhillips and Yoder, who set forth therein that certain assets and effects of the bankrupt's estate, namely, two International motor trucks and one Fruehauf trailer, had been "seized under color of title and under color of process in Atlanta, Ga., and within the territorial jurisdiction of the District Court of United States for the Northern District of Georgia, by the alleged creditors of the alleged bankrupt," as more particularly described as follows:

That E. S. Palmer, on Jan. 14, 1935, "caused to be issued an attachment on an alleged open account, indebtedness of \$900 and caused said attachment to be levied on the above described property"; that on Dec. 7, 1934, the B. F. Goodrich Co. attached an account for \$117, followed by a levy thereon; that R. P. Whitehead, on Oct. 20, 1934, caused to be issued on an alleged claim of \$50, for labor, an attachment which was levied on one of the International trucks already mentioned; and that on Dec. 4, 1934, United Motors Service caused to be issued, on an alleged open account, claim for the sum of \$128.73, which was levied on the property. Further, the petition stated, "that each of the said attachments was filed in the Municipal Court of Atlanta, Ga.; that each of the plaintiffs in the aforementioned causes are threatening to cause the property levied upon to be sold at public sale, and that thereby the said assets of the bankrupt's estate will be placed beyond the reach of your petitioners as receivers." It is set forth that the proceedings and attachment against the alleged bankrupt, as mentioned, were instituted within four months prior to the filing of the bankruptcy petition and while American Storage was insolvent.

Early in February, Judge Kirkpatrick issued the order authorizing the receivers to apply to the U. S. District Court in Atlanta for an order instituting ancillary proceedings in their aid, to recover assets belonging to the bankrupt, and for the appointment of a receiver to take charge.

Lyon Co. in Pasadena Renting Wheel Chairs

A wheel chair rental department has been established by the Lyon Van & Storage Co., Pasadena, and is showing steady growth, all chairs in the department being in use continuously at \$1 a week each. Three different types of chairs are kept, in order to meet the varied demand. The stock will be added to as the demand increases.

No great advertising cost has been involved so far, a card in the window and a small advertisement in the telephone directory have proven sufficient.

On account of the number of elderly retired people in Pasadena the city is a good place for such department. Church entrances and sidewalk approaches are designed with the thought of wheel chair accommodation, and this fact caused W. Parker Lyon, manager, to think of establishing the wheel chair rental service.

Columbus Firm Expands

The United Transfer & Storage Co., 539 North Park Street, Columbus, Ohio, has leased a household goods warehouse with 12,000 square feet of space at 550 North Fourth Street.

The firm has established a branch office in Fort Wayne, Ind.

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Construction Developments Purchases, Etc.

SAN FRANCISCO—John Metzenbaum, 240 Second Street, heads interests planning to erect a \$4,000,000 freight storage and distribution terminal, to include several warehouses, at Second and Minna Streets. The project will be known as the Bay Bridge Terminal.

Ventura—Motor Freight Terminal Co. has plans for a \$20,000 1-story warehouse and distribution building, 70 by 90 feet.

Connecticut

Hartford—Hartford Despatch & Warehouse Co., Inc., has arranged for increase in capital from \$100,000 to \$200,000.

Massachusetts

Ayer—Neshoba Cold Storage Co., Westboro, has plans under way for a \$70,000 3-story cold storage warehouse, 70 by 125 feet, in Ayer.

Boston—Madison Warehouse Co., Roxbury, has awarded a contract for construction of a \$75,000 4-story addition, 25 by 75 feet, on site adjoining its present plant at 147 Forsyth Street.

Michigan

Grand Haven—Grand Haven Terminal Co. has exercised its option for a thirty-year lease of city-owned island property and will develop tract as a port terminal to include warehouses served by Pere Marquette and Grand Trunk. A permit has been granted by the War Department for a mainland-to-island bridge.

South Haven—South Haven Terminal Corporation has plans under way for a \$45,000 multi-story warehouse and loading dock.

Mississippi

Bay Springs—E. U. Parker heads interests planning to build and operate a \$25,000 cold storage warehouse.

Missouri

Fayette—J. L. Rowland heads interests planning to construct and operate a cold storage warehouse, initial unit to cost \$30,000.

Neosho—North Transfer & Storage Co. has been sold by Fred North to C. H. Austin, who is operating the business without change of name.

New York

Buffalo—P. J. Cleary, 195 Scott Street, and associates plan construction of a \$75,000 multi-story cold storage warehouse on Scott Street.

New York City—Harris Furniture Warehouses, Inc., 525 Tenth Avenue, has filed notice of change of company name to Adams Furniture Warehouse, Inc.

New York City—J. A. Mellish Warehouses, Inc., has leased the building, containing about 24,000 square feet of floor space, at 540 West Fifty-eighth Street and will occupy it as a new unit.

New York City—Old Slip Warehouse Co., Front Street, has filed notice of

change in company capitalization from 1,000 shares of no par value stock to \$100,000.

Pennsylvania

Philadelphia—J. Maurice Gray, represented by realty interests, has concluded negotiations for purchase of former local plant of the Niles-Bement-Pond Co., on side of 135,000 square feet bounded by Mifflin, McKean, Vandalia and Swanson Streets. The buildings, with 100,000 square feet of floor space, will be converted into a warehouse and terminal to be operated by a company whose name is temporarily withheld.

Texas

Port Lavaca—With Federal aid, City Council has plans maturing for a \$150,000 municipal cold storage warehouse and refrigerating plant.

Texas City—Artesian Ice & Cold Storage Co. plans rebuilding its cold storage warehouse and ice plant recently wrecked by fire with estimated damage of \$40,000.

Position Wanted

BY active, capable warehouse executive; until recently manager of large mid-west warehouse and transfer company.

Merchandise and household goods experience. Have fifteen years' proven record as producer of business and as economical operator.

Experienced in handling large operations with many national accounts.

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Career of W. E. Fessenden Is Reviewed in "Family Album"

(Concluded from page 31)

turn over in his grave could he but see his grandson lustily boosting the New Deal, and not only admitting that business conditions are improving under the Democrats but virtually shouting the glad news from the housetops. Merchants, he declares, are not pinching nickels as they did a year or so ago. Merchandise is moving, money to pay for it is rolling in, and the way looks brighter ahead.

The subject of this sketch professes to be too busy to dabble in civic affairs. As far as hobbies and pastimes are concerned, he admits to owning a golf bag and some clubs but modestly insists that not even his best friend would say that he plays the game. He is a member of the Jonathan Club, the Brentwood Country Club and the Arrowhead Villas Club in the San Bernardino mountains, where he goes once a year to enjoy the winter sports.

With his brother and mother, who comprise his family, he still is "sold" on California.

New Incorporations as Announced Within the Storage Industry

California

LOS ANGELES—Automotive Warehouse Co., Inc. Capital 2,500 shares of no par value stock. Incorporators, L. V. Peterman, M. Mott and G. H. Scharnikow.

Illinois

Chicago—Ace Freight Terminals, Inc., 452 North Jefferson Street. Warehouses and terminals. Capital 10 shares of no par value stock. Incorporators, E. F. Wingerling and R. Wingerling.

Chicago—Blair Transfer Co., Inc., 508 South Sangamon Street. Capital 100 shares of no par value stock. Incorporators, Perry Lee, Frank J. Brown and Joseph Smitzer.

Rockford—Rockford Car Loading & Distributing Co., 709 Seventh Street. Capital 50 shares of no par value stock. Incorporators, Harry A. Mellberg, J. O. Johnson and Gordon R. Lyddon.

Massachusetts

Watertown—Thomas H. Vahey Movers, Inc. Capital \$1,000. Thomas H. Vahey is president; and Catherine S. Vahey, 144 Highland Avenue, is treasurer.

Missouri

St. Louis—Dan F. Hyland, Inc. Cold storage warehousing. Capital \$75,000. Incorporators, Daniel F. Hyland and Ernest A. Lohman.

New York

Brooklyn—H. Bock Van & Express Co., Inc. Capital 100 shares of no par value stock. Incorporators, Martin Bock and Saul Bock, 918 Lafayette Avenue.

Brooklyn—Hubert Santini, Inc. Moving van service. Capital 200 shares of no par value stock. Incorporators, Hubert Santini, 2826 Mermaid Avenue, and Robert Peltier.

North Carolina

Broadway—McLeod Transfer, Inc. Capital \$20,000. Incorporators, New McLeod and W. Norwood Cox.

Texas

Brownsville—Valley Bonded Warehouse, Inc. Capital not stated. Incorporators, H. P. Brown and A. R. Tullios.

Littlefield—Crystal Ice Co., Inc. Cold storage warehouse and ice plant. Capital \$10,000. Incorporators, A. G. Winn and W. P. Faulkner.

Tyler—East Texas Terminal Warehouse Co., Inc. Capital not stated. Incorporators, R. E. Spaulding and J. W. Barton.

Wisconsin

Racine—Service Freight Forwarding Co. Nominal capital \$2,000. Incorporators, P. E. Mogensen, Harry Mogensen and J. E. Hanson.

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The purpose of this department each month is to keep you informed of all products, supplies, etc., that you normally use in your business plus new products that are from time to time placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the new, as well as the old firms whose aim it is to help

you save and earn more in the operation of your business.

Should you not find listed or advertised in this "Where-to-Buy" department the product you wish to purchase, please write us and we will be glad to send you the makers name and address.

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Burch Body Co.; Rockford, Mich.
Oak Wagon Works, Inc.; A. E.; 77 E. North St., Buffalo, N. Y.
Donigan & Nielson; 745-747 Third Ave., Brooklyn, N. Y.
Eclipse Box & Lumber Co.; 18-20 Wooster St., New York, N. Y.
Fitzgibbon & Crisp, Inc.; Trenton, N. J.
Gerstenslager Co.; Wooster, Ohio.
Guedeluefer Wagon Co.; John; 202 Kentucky Ave., Indianapolis, Ind.
Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.
Mada; M.; 1756 Genesee St., Buffalo, N. Y.
Met-L-Wood Corp.; 6755 W. 65th St., Chicago, Ill.
Niagara Body Co.; 3070 Main St., Buffalo, N. Y.
Proctor-Keefe Body Co.; 7741 Dix Ave., Detroit, Mich.
Roeloff, Inc.; Kendall Square, Boston, Mass.
Scheffer Wagon Co.; Gustav; 4168 Lorain Ave., Cleveland, Ohio.
Schnkraft Truck Bodies; 1201 Washington Blvd., Chicago, Ill.
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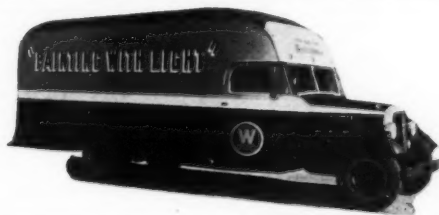
Acme Steel Goods Co.; 2836 Archer Ave., Chicago, Ill.
American Casting & Mfg. Corp.; 30 Main St., Brooklyn, N. Y.
American Steel & Wire Co.; Rockefeller Bldg., Cleveland Ohio. (strapping only)
Cary Products Co., Inc.; 126 Nassau St., Brooklyn, N. Y.
Harvey Spring & Forging Co.; Racine, Wis.
Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.
Stanley Works; Grove Hill & Lake St., New Britain, Conn.
Tennant Sons & Co., O.; 19 W. 44th St., New York, N. Y.
Wire & Steel Products Co.; Van Brunt & Seabring Sts., Brooklyn, N. Y.

BRINE

Solvay Sales Corp.; 61 Broadway, New York, N. Y.

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Arco Vacuum Corp.; 40 West 40th St., New York City.
Bertsch & Company; Cambridge City, Ind.
Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Beaters, stationary.)
Cleveland Rug Cleaning Mch. Co.; East 55th St. & Erie R.R., Cleveland, Ohio.
Electric Rotary Mch. Co.; 3246 W. Lake St., Chicago, Ill.
Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Shampooing equipment.)
Superior Rug Mch. Co.; 2358 Ogden Ave., Chicago, Ill.
United Vacuum Appliance Corp.; Dept. IX, Twelfth St. & Columbia Ave., Connersville, Ind.



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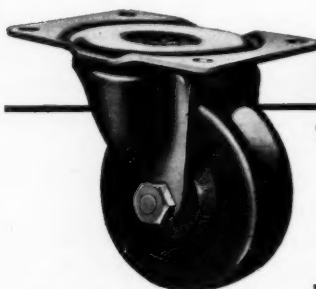
Anderson Box & Basket Co.; Drawer No. 10, Audubon District, Henderson, Ky.
Backus, Jr., & Son, A.; Dept. 5, Trumbull & Fort St., Detroit, Mich.
Byrnes, Inc.; W. L.; 440-448 E. 134th St., New York, N. Y. (Piano)
Eclipse Box & Lumber Co.; 18-20 Wooster St., New York, N. Y.
Lewis Co., G. B.; Watertown, Wis.
Miami Mfg. Co.; Peru, Ind.
Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

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 Buffalo Pulley & Caster Co., Inc.; 175 Breckenridge St., Buffalo, N. Y.
 Clark Co., George P.; 4 Canal St., Windsor Locks, Conn.
 Colson Co.; Box 550, Elvira, Ohio.
 Darnell Corp., Ltd.; 3517 E. 11th St., Long Beach, Cal.
 Divine Bros.; 101 Whitesboro St., Utica, N. Y.
 Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.
 Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
 Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
 Jarvis & Jarvis; 200 S. Main St., Palmer, Mass.
 Lansing Co.; 602 Cedar St., Lansing, Mich.
 Lyon Iron Works, Inc.; Box A, Greene, N. Y.
 Market Forge Co.; Garney St., Everett, Mass.
 Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis.
 New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.
 Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.
 Oppenheim Bros.; 1107 Broadway, New York, N. Y.
 Fayson Mfg. Co.; 2920 Jackson Blvd., Chicago, Ill.
 Phoenix Caster Co.; Hamilton, Ohio.
 Saginaw Stamping & Tool Co.; Saginaw, Mich.
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
 Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.
 Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates St., Indianapolis, Ind.
 Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.



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 Detex Watchclock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill. (Watchmen's only)
 Howard Clock Co., E.; 206 Enslin St., Boston, Mass.
 International Time Recording Co.; 270 Broadway, New York, N. Y.
 Simplex Time Recorder Co.; Lincoln Blvd., Gardner, Mass.
 Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill. (Time only)

CONTAINERS (Shipping)

Bachus, Jr. & Sons, A.; Dept. 5, Trumbull & Fort Sts., Detroit, Mich.
 Bird & Son, Inc.; Mill St., East Walpole, Mass.
 Hummel & Downing; Milwaukee, Wis.
 King Sigs. Whee., Inc.; Erie Blvd. at S. West St., Syracuse, N. Y.
 Lewis Co., G. L.; Watertown, Wis.
 Mt. Vernon Car & Mfg. Co.; Mt. Vernon, Ill.
 Truscon Steel Co.; Cleveland, Ohio.

CONVEYORS

Alvey-Ferguson Co.; 75 Blaney Ave., Cincinnati, Ohio. (Gravity)
 Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo. (Portable, power and gravity)
 Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.
 Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and gravity)
 Brown Hoisting Mch. Co.; 4403 St. Clair St., N. E., Cleveland, Ohio.
 Chain Belt Co.; 736 Park St., Milwaukee, Wis.
 Clark Tractor Co.; Battle Creek, Mich.
 Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.
 Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.
 Lamson Co.; Syracuse, N. Y. (Portable and gravity)
 Link-Belt Co.; 300 W. Pershing Rd., Chicago, Ill. (Portable and gravity)
 Logan Co.; 201 N. Buchanan St., Louisville, Ky. (Portable, power and gravity)
 Loudon Mch. Co.; 1116 Broadway, Fairfield, Iowa.
 Mathews Conveyor Co.; 120 Tenth St., Ellwood City, Pa. (Gravity)
 McKinney-Harrington Conveyor Co.; North Chicago, Ill. (Portable and stationary)
 Ogden Iron Works Co.; 2257 Lincoln Ave., Ogden, Utah.
 Otis Elevator Co.; 26th St. and 11th Ave., New York, N. Y. (Gravity)
 Portable Machinery Co.; 17 Lakeview Ave., Clifton, N. J. (Portable)
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.
 Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, power and gravity)
 Stearns Conveyor Co.; E. 200th St. & St. Clair Ave., Cleveland, Ohio.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

CORDAGE

Pilcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.
 Powers & Co.; 26th & Reed Sts., Philadelphia, Pa. (Flat)
 (See advertisement elsewhere in this issue)

COVERS (Paper Furniture)

Ace Paper Co., Inc.; 127 Bleeker St., New York, N. Y.
 Pilcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.
 Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

COVERS (Piano)

Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
 Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.
 (See advertisement elsewhere in this issue)
 Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
 (See advertisement elsewhere in this issue)
 Goss Co., J. C.; Woodbridge & Bates St., Detroit, Mich.
 Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.
 Hettrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
 New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven, Conn.
 (See advertisement elsewhere in this issue)
 Oppenheim Bros.; 1107 Broadway, New York, N. Y.
 Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.
 (See advertisement elsewhere in this issue)
 Self-Lifting Piano Truck Co.; Findlay, Ohio.
 (See advertisement elsewhere in this issue)
 Upton-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.
 Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.
 Wilcox Co., M. I.; 210 Water St., Toledo, Ohio.
 Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

COVERS (Truck)
(Tarpaulins)

Baker-Lockwood Mfg. Co., Inc.; McGee Trafficway at 23rd St., Kansas City, Mo.
 Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.
 Boyle & Co., Inc., John; 112-114 Duane St., New York, N. Y.
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
 Carnie-Gouldie Mfg. Co.; 26th & Penn., Kansas City, Mo.
 Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.
 Channon Co., H.; 149 N. Market St., Chicago, Ill.
 Clifton Mfg. Co.; 913 Walnut St., Des Moines, Iowa.
 Des Moines Tent & Awning Co.; 913 Walnut St., Des Moines, Iowa.
 Enrick & Co., Fred; 36th St. at Third Ave., Brooklyn, N. Y.
 Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
 (See advertisement elsewhere in this issue)
 Goss Co., J. C.; Woodbridge & Bates St., Detroit, Mich.
 Hettrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.
 Hoegge Co., Inc., Wm. H.; 189 S. Main St., Los Angeles, Cal.
 Hooper & Sons Co., Wm. E.; 3502 Parkdale St., Baltimore, Md.
 Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.
 Jacksonville Ship Chandlery & Awning Co.; Dept. H, 231-9 E. Bay St., Jacksonville, Fla.
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
 Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.
 (See advertisement elsewhere in this issue)
 Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
 Smith Co., Arthur F.; 159 Spring St., New York, N. Y.
 U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill.
 Upton-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.
 The Wagner Awning & Mfg. Co.; 2658 Scranton Road, Cleveland, Ohio.
 Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.

DOLLIES

Clark Co., George P.; 25 Canal St., Windsor Locks, Conn.
 Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
 Menasha Wood Split Pulley Co.; P. O. No. J, Menasha, Wis.
 Nutting Truck Co.; 252 Kinzie St., Chicago, Ill.
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
 Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

DOORS (Cold Storage, Elevator and Fire)

California Fpf. Door Co.; 1919 E. 51st St., Los Angeles, Cal. (Fire)
 Cornell Iron Works; 77 Marion St., Long Island City, N. Y. (Elev. and fire)
 Gillen-Cole Co.; 15th & Overton Sts., Portland, Ore. (Cold stge.)
 Harris-Preble Door Co.; 223 N. LaSalle St., Chicago, Ill. (Fire)
 Jamison Cold Stge. Door Co.; P. O. Box 26, Hagerstown, Md. (Cold stge.)
 Kinneer Mfg. Co.; 1270 Fields Ave., Columbus, Ohio. (Fire)
 Merchants & Evans Co.; 2035 Washington Ave., Philadelphia, Pa. (Fire)
 National Refrigerator Co.; 827 Keolin Ave., St. Louis, Mo. (Cold stge.)
 North American Iron Works; 116-126 57th St., Brooklyn, N. Y. (Fire)
 Peelle Co., The; Harrison Pl. & Stewart Ave., Brooklyn, N. Y. (Elevator)
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill. (Fire)
 Richmond Fpf. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind. (Elev. and fire)
 Security Fire Door Co.; 3044 Lamdin Ave., St. Louis, Mo. (Elev. and fire)
 Smith Wire & Iron Works, F. P.; Fullerton, Clybourne & Ashland Aves., Chicago, Ill. (Fire)
 Tyler Co., W. S.; 2621 Superior Ave., N. E., Cleveland, Ohio. (Elev.)
 Variety Mfg. Co.; 2955 Carroll Ave., Chicago, Ill. (Cold stge. and fire)
 Vulcan Rail & Const. Co.; Grand St. & Garrison Ave., Maspeth, N. Y. (Fire)
 Ward Refrig. & Mfg. Co.; 6501 S. Alameda St., Los Angeles, Cal. (Cold stge.)
 Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Elev.)
 Wilson Corp., J. G.; Box 1194, Norfolk, Va. (Fire)

ELEVATORS

Alvey-Ferguson Co., Inc.: 75 Blaney Ave., Oakley, Cincinnati, Ohio.
 Montgomery Elev. Co.: 30 Twentieth St., Moline, Ill. (Passenger and freight)
 Old Elevator Co., Eleventh Ave. & 26th St., New York, N. Y.
 Warsaw Elev. Co.: 216 Fulton St., Warsaw, N. Y. (Passenger and freight)

ELEVATORS (Portable)

Alvey Mch. Co.: 3200 S. Broadway, St. Louis, Mo.
 Barrett-Cravens Co.: 3204 West 30th St., Chicago, Ill.
 Economy Eng. Co.: 2651 W. Van Buren St., Chicago, Ill.
 Jeffrey Mfg. Co.: 989 N. Fourth St., Columbus, Ohio.
 Lewis-Shepard Co.: 124 Walnut St., Watertown Sta., Boston, Mass.
 Link-Belt Co.: 2045 Hunting Park Ave., Philadelphia, Pa.
 Revolver Co.: 336 Garfield Ave., Jersey City, N. J.

EXCELSIOR

Allen, Inc., Charles M.: Fulton, N. Y.
 American Excelsior Corp., 1000-1020 N. Halsted St., Chicago, Ill.
 Orange Mfg. Co.: Elmhurst, N. C.
 Phillips Excelsior Co.: Chattanooga, Tenn.
 Sheboygan Pad Co.: 1301-5 Erie Ave., Sheboygan, Wis.

EXTERMINATORS (Rat or Mice)

Copeland Sanitation Co.: 203 W. 54th St., New York, N. Y.
 Bath Laboratory, Inc.: 116 Broad St., New York, N. Y.

EXTINGUISHERS (Fire)

American-La France and Foamite Corp.: 100 E. La France St., Elmira, N. Y.
 Elkhart Brass Mfg. Co.: 1302 W. Beardsley Ave., Elkhart, Ind.
 Oil Conservation Eng. Co.: 877 Addison Rd., Cleveland, Ohio.
 Pacific Fire Extinguisher Co.: 440 Howard St., San Francisco, Cal.
 Pyrene Mfg. Co.: 560 Belmont Ave., Newark, N. J.
 Safety Fire Extinguisher Co.: 290 Seventh Ave., New York, N. Y.
 Solvay Sales Corp.: 61 Broadway, New York, N. Y.

FLOOR REPAIRING MATERIAL

Euclid Chemical Co., 7012 Euclid Ave., Cleveland, Ohio.
 Master Builders Co.: 7016 Euclid Ave., Cleveland, Ohio

FUMIGATING EQUIPMENT

Calcyanide Co.: 60 E. 42nd St., New York, N. Y.
 Haskelite Mfg. Corp.: 208 W. Washington St., Chicago, Ill.

HOISTS (Chain and Electric)

Alloy Steel & Metals, Inc., 1862 East 65th St., Los Angeles, Calif. (5 Ton Hand Hoist)
 Atlas Trailer & Water Mufflers, Inc.: U. S. Natl. Bank Bldg., Galveston, Texas. (Elec.)
 Boston & Lockport Block Co.: 100 Condor St., East Boston, Mass. (Chain)
 Box Crane & Hoist Corp.: Trenton Ave. & E. Ontario St., Philadelphia. (Elec.)
 Chisholm-Moore Hoist Corp.: 4056 Lakeside Ave., Cleveland, Ohio. (Chain)
 Ford Chain Block Co.: Second & Diamond Sts., Philadelphia, Pa. (Chain)
 Harnischfeger Corp., 4401 West National Ave., Milwaukee, Wis. (Chain and elec.)
 Harrington Co.: Callowhill & 17th St., Philadelphia, Pa. (Chain and elec.)
 Hobbs Co., Clinton E.: 203 Chelsea St., Everett Sta., Boston, Mass. (Chain and elec.)
 London Mch. Co.: 1116 Broadway, Fairfield, Iowa. (Chain)
 New Jersey Pdry. & Machine Co.: Garwood, N. J.
 Reading Chain & Block Corp.: 2100 Adams St., Reading, Pa. (Chain and elec.)
 Hooper Crane & Hoist Works, Inc.: 1776 N. Tenth St., Reading, Pa. (Chain)
 Wright Mfg. Co.: York, Pa. (Chain)
 Yale & Towne Mfg. Co.: 4530 Tacony St., Philadelphia, Pa. (Chain and elec.)

INSECTICIDES

American Cynamid Co.: Rockefeller Plaza—49th St. & 5th Ave., New York, N. Y.
 Barrett Co.: 40 Rector St., New York, N. Y.
 Calcyanide Co.: 60 E. 42nd St., New York, N. Y.
 Carbide & Carbon Chemicals Corp., 30 E. 42nd St., New York, N. Y. (Gas)
 Creol Co., Dept. M.: 4250-56 No. Crawford Ave., Chicago, Ill.
 Copeland Sanitation Co.: 203 W. 54th St., New York, N. Y.
 Enos Chemical Co.: 2430 Indiana Ave., Chicago, Ill.
 Furniture Fumigation Corp., 500 Fifth Ave., New York, N. Y.
 Girard Co., Inc., Felix: Fourth Ave. and Franklin, Minneapolis, Minn.
 Gottlieb Chemical Co.: 148 W. 24th St., New York, N. Y.
 Grasselli Chemical Co.: Guardian Bldg., Cleveland, Ohio.
 Gretsch & Co., Inc., Ralph, 1150 Broadway, New York, N. Y.
 Michigan Alkali Co.: 10 East 40th St., New York, N. Y.
 Midway Chemical Co., 5235-5259 W. 65th St., Chicago, Ill.
 National Home Sanitation Co., Dept. A.A., 627 First Ave., North, Minneapolis, Minn.
 Potter Mfg. Co., Inc.: Dept. H, 12 Henry St., Bloomfield, N. J.
 Van Owners Purchasing Bureau, Inc.: 144 Columbus Ave., New York, N. Y.
 Wells, E. S.: 710 Brand, Jersey City, N. J.
 West Disinfecting Co.: 42-16 Barn St., Long Island City, N. Y.
 White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.
 (See advertisement elsewhere in this issue.)
 Wizard, Inc., 5235-5259 W. 65th St., Chicago, Ill.

NAPHTHALENE FLAKES

Barrett Co.: 40 Rector St., New York, N. Y.
 Gretsch & Co., Inc., Ralph, 1150 Broadway, New York, N. Y.
 White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.
 (See advertisement elsewhere in this issue.)

Your Order Shipped at Once!

When your stock of Moth-Craft Products is low, you want prompt action upon your replacement order. "Shipment the same day as received" has been our invariable rule since the formation of Ralph Gretsch & Company—and every order has Mr. Gretsch's personal attention. When you need

NAPHTHALENE FLAKES AND PINE TAR PAPER



Write or Phone . .

RALPH GRETSCH & CO., INC.

1150 Broadway, New York City Phone Ashland 4-9417

PADS (Canvas Loading)

Harnett Canvas Goods & Bag Co.: 131 Arch St., Philadelphia, Pa.
 Breen, Wm. H.: 219 Rutherford Ave., Charlestown, Mass.
 Buffalo Pad and Quilt Co., 403 Broadway, Buffalo, N. Y.
 Canvas Specialty Co., Inc.: 90 Grand St., New York, N. Y.
 Chicago Quilt Mfg. Co.: 1357 Roosevelt Bld., Chicago, Ill.
 Ehrick & Co., Fred: 38th St. at Third Ave., Brooklyn, N. Y.
 Fulton Bag & Cotton Mills: Box 1726, Atlanta, Ga.
 (See advertisement elsewhere in this issue.)
 Goss Co., J. C.: Woodbridge & Bates Sts., Detroit, Mich.
 Gottes Co., Walter M.: 630 W. Adams St., Chicago, Ill.
 Hettrick Mfg. Co.: D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.
 Humphry's Sons, R. A.: 1020 Callowhill St., Philadelphia, Pa.
 Iden Warehouse Supply Co., 564 Washington Blvd., Chicago, Ill.
 Louisville Bedding Co.: Preston & Market Sts., Louisville, Ky.
 Maish Bedding Co., Clifford W.: 1801 Freeman Ave., Cincinnati, Ohio.

IRON HORSE



Reg. U. S. Pat. Off.

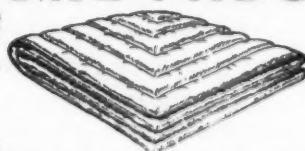
FURNITURE PADS

Always improving values through nineteen years of honest service.

Cut sizes 36 x 72, 64 x 72, 72 x 72, 80 x 72.

Write for prices and samples.

Van Linings
 Grand Covers Tietape



CANVAS SPECIALTY CO., Inc. 90 Grand St., N.Y.C.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Fulco *gilt-edge*
FURNITURE PADS and TARPAULINS

The best buy in Furniture Pads on the market today! FULCO is the quality pad with our special non-rump filler and reinforced Fulco Gilt Edge webbing ends. You will find FULCO PADS a real economy for both truck and warehouse use—give better protection—last longer.

Write today for 1935 prices on FULCO PADS, FULTEX and SHUREDREY TARPAULINS (standard weather protection equipment for open trucks), REFRIGERATOR COVERS, RADIO COVERS, WIPING CLOTHS, BURLAP, and WRAPPING TWINE.

Fulton Bag & Cotton Mills
 Manufacturers Since 1870
 ATLANTA ST. LOUIS DALLAS
 MINNEAPOLIS BROOKLYN NEW ORLEANS KANSAS CITY, KAN.

POWCO FURNITURE PADS

CUT SIZE { 72 x 36"
 72 x 54"
 72 x 72"
 72 x 80"

Quality pads, extra heavy cover, bound on all four sides, which means twice the service; lock-stitched, not chain stitched, prevents raveling.

Filler laid one way, stitched the opposite, prevents "thinning out" or "rumping." Made with cotton filler, gives extra thickness and permanent body.

Furniture Tape, 1½" wide, Rolls of 27 yards.

Tarpaulins Truck Covers Avenings

POWERS & CO. REED ST. 25TH TO 26TH PHILADELPHIA

How to secure POSITIVE MOTH PROTECTION

Now . . . as 50 years ago . . . White Tar Moth Prevention Products provide the surest, cheapest, safest and most profitable storage protection.

WHITE TAR NAPHTHALENE FLAKES and BALLS

Scatter freely in any tight room and the job is done. No costly vaults—no dangerous poisonous gases. Available in bulk or package.

PINE TAR PAPER

Rugs, carpets and draperies rolled in this heavy, specially-treated paper are completely protected from moths—as well as dirt.

Send for prices and full information today.

**THE WHITE TAR COMPANY
OF NEW JERSEY, Inc.**

(A subsidiary of the Koppers Co.)

Belleville Turnpike
Dept. W

Kearny, N. J.
Phone Kearny 2-3600



DREADNAUGHT FURNITURE PADS



The finest and strongest pads on the market.

**OUR PADS ARE SEWN IN
3" SQUARES**

72"x80" cut size	@ \$23.50 per Doz.
54"x72" " "	18.50 " "
36"x72" " "	12.50 " "

We also make a Complete Line of FORM-FIT PADDED HOOD COVERS for every piece of Furniture.

Finest quality materials and construction go into our products.

America's Largest Pad Manufacturers Since 1910

New Haven Quilt & Pad Co.
 82-86 Franklin Street New Haven, Conn.

PADS (Canvas Loading)—Continued

Malsh Co., Chas. A.; 1133 Bank St., Cincinnati, Ohio.
 Mallets Textile Co.; 1205 S. Boulevard, New York, N. Y.
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
 New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven, Conn.
 Oppenheim Bros.; 1107 Broadway, New York, N. Y.
 Palmer Bros.; New London, Conn.
 Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.
 Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
 Standard Garment Co.; Michigan & Orange St., Toledo, Ohio.
 Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.
 Wagner Awning & Mfg. Co.; 2658 Scranton Rd., Cleveland, Ohio.
 Warner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.
 Wilcox Co., M. I.; 210 Water St., Toledo, Ohio.

PADS (Excelsior Wrapping)

Allen, Inc., Charles M.; Fulton, N. Y.
 American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.
 Dale Bros. Excelsior Pad Co.; Grand Rapids, Mich.
 Dupre Mfg. Co.; North Ave., N. E. & So. Ry., Atlanta, Ga.
 Excelsior Supply Co.; Second & Smith Sts., Cincinnati, Ohio.
 Indiana Excelsior Co.; S. Keystone Ave. & Belt R.R., Indianapolis, Ind.
 Orange Mfg. Co.; Edand, N. C.
 Pioneer Paper Stock Co.; 448 W. Ohio St., Chicago, Ill.
 Rochester Pad & Wrapper Co.; 1464 Lyell Ave., Rochester, N. Y.
 Sheboygan Pad Co.; 1801-8 Erie Ave., Sheboygan, Wis.
 Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.
 Washington Excelsior & Mfg. Co.; Ft. of Main St., Seattle, Wash.
 Webster Bros. & Conover Mfg. Co.; Mason City, Iowa.

PAPER PACKING MATERIAL

Abbott Associates, 417 Park Square Bldg., Boston, Mass.
 Ace Paper Co., Inc.; 127 Bleecker St., New York, N. Y.
 General Cellulose Co., Inc.; Westfield, N. J.
 Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.
 Kimberly Clark Co.; 8 S. Michigan Ave., Chicago, Ill.
 Pilcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.
 Pioneer Paper Stock Co.; 448 W. Ohio St., Chicago, Ill.
 Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

PAPER (Moth Proofing)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

PAPER (Tar)

Gretsch & Co., Inc., Ralph, 1150 Broadway, New York, N. Y.
(See advertisement elsewhere in this issue.)
Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.
White Tar Co.; Dept. W, Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

PIANO DERRICKS AND TRUCKS

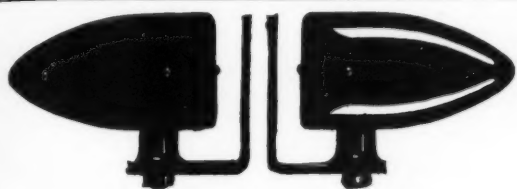
Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.
Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.
Self-Lifting Piano Truck Co.; Findlay, Ohio.

RECORDERS (Motor Truck)

Electric Tachometer Corp.; Broad & Spring Garden Sts., Philadelphia, Pa.
Ommer Fare Register Co.; 740 Bolander St., Dayton, Ohio.
Service Recorder Co.; 1422 Euclid Ave., Cleveland, Ohio.
Spartan-Warner Speedometer Corp.; Diversy Blvd., Chicago, Ill.
U. S. Recording Instruments Corp.; 511 W. 54th St., New York, N. Y.
Veeder Mfg. Co.; 54 Sargent St., Hartford, Conn.

SIGNALS

Turn Signal Corp., 400 E. Rittenhouse Ave., Phila., Pa.



A paying investment.

Watch for this trademark.

TURN SIGNAL
CORPORATION

400 E. Rittenhouse St., (Germantown) Phila., Pa.

TIRES (Industrial Truck)

Goodrich Rubber Co., B. F.; Akron, Ohio.

TIRES (Motor Truck)

Firestone Tire & Rubber Co.; So. Main St., Akron, Ohio.
Flat Rubber Co.; Chicopee Falls, Mass.
General Tire & Rubber Co.; E. Market St., Akron, Ohio.
(See advertisement elsewhere in this issue.)
Goodrich Rubber Co., B. F.; Akron, Ohio.
Goodyear Tire & Rubber Co.; 7144 E. Market St., Akron, Ohio.
Kelly-Springfield Tire Co.; 1775 Broadway, New York, N. Y.
Mohawk Rubber Co.; 1225 Second Ave., Akron, Ohio.
Selberling Rubber Co.; Akron, Ohio.
United States Rubber Co.; 1790 Broadway, New York, N. Y.

TRAILERS (Motor Truck)

Fruehauf Trailer Co.; 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)
General Motors Truck Co.; Pontiac, Mich.
(See advertisement elsewhere in this issue.)
Gramm Motors, Inc.; Delphos, Ohio.
Highway Trailer Co.; Edgerton, Wis.
Reo Motor Car Co.; Lansing, Mich.
(See advertisement elsewhere in this issue.)
Stoughton Co.; Stoughton, Wis.
Trailer Co. of America; 31st and Robertson, Cincinnati, Ohio.
Truck Equipment Co.; 1791 Fillmore Ave., Buffalo, N. Y.
Utility Trailer Mfg. Co.; Box 1407, Arcade Station, Los Angeles, Cal.

TRUCKS (Hand)

American Pulley Co.; 4200 Wissahickon Ave., Philadelphia, Pa.
(All steel stevedore)
(See advertisement on page 1 of this issue.)
Anderson Box & Basket Co.; Drawer No. 10, Audubon District, Henderson, Ky.
(Platform)
Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill. (Lift, stevedore and platform)
Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)
Chase Fdry. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio.
Clark Co.; Geo. F.; 4 Canal St., Windsor Locks, Conn. (Lift, platform and stevedore)
Colson Co.; Box 550, Elvira Ohio. (Platform and stevedore)
Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform and stevedore)
Excelator Pilmpttruck Co.; Woodland Ave., Stamford, Conn. (Lift, platform and stevedore)

Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Lift, platform and stevedore)
Globe Vice & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.
Howe Scale Co.; Rutland, Vt.
Jarvis & Jarvis, Inc.; 200 E. Main St., Palmer, Mass.
Kent Machine Co.; Kent, Ohio.
Lansing Co.; 602 Cedar St., Lansing, Mich. (Platform and stevedore)
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift and stevedore)
Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift and platform)
McKinney Mfg. Co.; Liverpool & Metropolitan Sts., Pittsburgh, Pa. (Stevedore)
Marion Malleable Iron Works; Box 689, 928 Miller Ave., Marion, Ind. (Dolly)
Market Forge Co.; Garney St., Everett, Mass.
Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis. (Lift and stevedore)
Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
Norman, Wm. A.; 180 N. Michigan Ave., Chicago, Ill.
Nutting Truck Co.; 252 Kinzie St., Chicago, Ill. (Platform and stevedore)
Orangeville Mfg. Co.; Orangeville, Pa. (Stevedore)
Revolator Co.; 336 Garfield Ave., Jersey City, N. J. (Lift)
Saginaw Stamping & Tool Co.; Saginaw, Mich.
Self-Lifting Piano Truck Co.; Findlay, Ohio. (Special piano)
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
Streich & Bro., A.; 318 Eighth St., Oshkosh, Wis.
Transmission Ball Bearing Co., Inc.; 1005 Military Rd., Buffalo, N. Y. (Elevating and changeable platform)
Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates Sts., Indianapolis, Ind. (Platform)
Warren Mfg. Co.; 10 Exchange St., Chicopee, Mass.
Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y. (Platform and stevedore)
West Bend Equipment Co.; 200 B Water St., West Bend, Wis.

TRUCKS (Refrigerator)

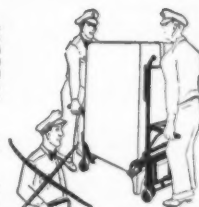
R & R Appliance Co., Inc.; 208 E. Crawford St., Findlay, Ohio.
Self-Lifting Piano Truck Co.; Findlay, Ohio.

Which Truck Do You Need?

Heavy Duty X-70 Truck fits all refrigerators, with or without legs or in the crate. Prevents damage to cabinet, floor or walls. Only pads touch cabinet. Sturdy all-steel frame. One truck with top masts and handles for lifting and rolling into delivery truck and on stairs. Complete set \$34.50. Ball bearing swivel casters on one end \$5 extra.

Balance Refrigeration Truck
Ideal for heavy boxes, crates, stoves and furniture. Padded nose piece has instant, exact adjustment. Price \$25.

HANDLE ALL PIANOS Easily, safely without damaging floors. Balance and turn without lifting.
Free circular on New Buckeye
Bill and 10 other piano trucks.



Self-Lifting Piano Truck Co.

Findlay, Ohio

Manufacturers of Trucks Since 1901

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Crescent Truck Co.; 165 N. Tenth St., Lebanon, Pa.
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Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.
Excelator Pilmpttruck Co.; Woodland Ave., Stamford, Conn.
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
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New Jersey Foundry & Mch. Co.; Garwood, New Jersey. (Chain)
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Terminal Eng. Co.; 75 West St., New York, N. Y.
Wright-Hibbard Ind. Elec. Truck Co.; Phelps, N. Y.
Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa.

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Calcyanide Co.; 60 E. 42nd St., New York, N. Y.
Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

WHEELS (Industrial Truck)

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Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.

WORK SUITS AND UNIFORMS

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Courtney & Son, Thomas; 310 Spring St., New York, N. Y.
Globe Superior Corp.; Lock Drawer C, Abingdon, Ill.
Hart Mfg. Co.; 16 E. Livingston St., Columbus, Ohio.
Hirsch-Weiss Mfg. Co.; 205-209 Burnside St., Portland, Ore.
Isaac and Son, Wm.; 88 Bowery, New York, N. Y.
Lamb Mfg. Co.; 1301 Wabash Ave., Terre Haute, Ind.
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Star Overall & Uniform Mfg. Corp.; 61-63-65 Taft Place, Brooklyn, N. Y.
Strauss & Co., Levi; 98 Battery St., San Francisco, Cal.
Sweet, Orr & Co.; 15 Union Square, New York, N. Y.
Waco Garment Mfg. Co.; P. O. Box 134, Waco, Texas.
Welch-Cook-Beale Co.; 321-29 S. Third St., Cedar Rapids, Iowa.
Zions' Co-oper. Merc. Institution; P. O. Box 2300, Salt Lake City, Utah.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Warehouse Advertisers Index

ALABAMA

Page 57

Birmingham
Harris Tfr. & Whse. Co.
Strickland Tfr. & Whse. Co.
Wittichen Tfr. & Whse. Co.
Mobile
Merchants Tfr. Co.
Montgomery
Alabama Tfr. & Whse. Co.
Moeller Tfr. & Stge. Co.

ARIZONA

Page 57

Phoenix
Chambers Tfr. & Stge. Co.
Lightning Moving & Stge. Co.
Tucson
Tucson Whse. & Tfr. Co.

ARKANSAS

Page 57

Fort Smith
Arkansas Whse. Co.
O. K. Tfr. & Stge. Co.
Little Rock
Commercial Whse. Co.
Terminal Whse. Co.

CALIFORNIA

Pages 56-59

Long Beach
City Tfr. & Stge. Co.
Los Angeles
Bekins Van & Stge. Co.
California Whse. Co.
Los Angeles Warehouse Co.
Lyon Van & Stge. Co.
Metropolitan Whse. Co.
Overland Term. Whse.
Pacific Commercial Whse., Inc.
Prudential Stge. & Moving Co.
Star Truck & Whse. Co.
Union Term. Whse.
Westland Whse.
Oakland
Howard Term. Whse.
San Francisco
Farnsworth & Ruggles
Gibraltar Whse.
Haslett Whse. Co.
San Francisco Whse. Co.

COLORADO

Page 59

Denver
Weicker Tfr. & Stge. Co.
Pueblo
Burch Whse. & Tfr. Co., Inc.

CONNECTICUT

Pages 58-60

Bridgeport
Hartford Despatch & Whse. Co.
Hartford
Boat Line Whse. Co., Inc.
Hartford Despatch & Whse. Co., Inc.
New Haven
Davis Stge. Co.
Smedley Co.
West Haven Trucking Co.
Stamford
Schaefer & Son, Inc., Wm. H.

DISTRICT OF COLUMBIA

Page 60

Washington
Federal Stge. Co.
Merchants Tfr. & Stge. Co.
Security Stge. Co.
Smith's Tfr. & Stge. Co., Inc.
Terminal Refrigerating & Whse. Corp.
Terminal Stge. Co. of Wash.
United States Stge. Co.

FLORIDA

Page 61

Jacksonville
Union Term. Whse. Co.
Miami Beach
Washington Stge. Co., Inc.
Tampa
Caldwell Bonded Whse., Inc.
Lee Term. & Whse. Corp.
Warehouse, Inc.

GEORGIA

Page 61

Atlanta
General Whse. & Stge. Co.
Monroe Bonded Whse.
Augusta
Reliable Tfr. Co.
Columbus
Burnham's Stge. & Van Service
Savannah
Savannah Bonded Whse. & Tfr. Co.

HAWAII

Page 61

Honolulu
City Tfr. Co.

IDAHO

Page 61

Boise
Boise Cold Stge. Co.

ILLINOIS

Pages 62-65

Chicago
Anchor Stge. Co.
Central Stge. & Fwdg. Co.
Continental Whse. Co.
Crooks Term. Whse.
Currier-Lee Whse. Co.
Dietrich Whse. Co.
Empire Whse., Inc.
Griswold-Walker-Bateman Co.
Lincoln Warehouse Corp.
Midland Whse. & Tfr. Co.
Producers Whse. Co.
Railway Term. & Whse. Co.
Reeble & Bro., Inc., W. C.
Republic Whse. Co.
Seng Terminal Whse. Co.
Seng Waterway Whse. Co.
Soo Term. Whse.
Tooker Stge. & Fwdg. Co.
Wakem & McLaughlin, Inc.
Werner Bros.-Kennelly Co.
Western Whse. Co.

Danville
Danville Tfr. & Stge. Co.

Decatur
Decatur Whse. Co.

Elgin
Elgin Stge. & Tfr. Co.

Joliet
Joliet Whse. & Tfr. Co.

Pearis
Federal Whse. Co.
National Whse. Corp.

Rockford
Bartlett Stge. Whse.

Rock Island
Rock Island Tfr. & Stge. Co.

INDIANA

Page 66

Evansville
Johnson Term. Corp., Mead
Terminal Whse. Co., Inc.
Fort Wayne
Fort Wayne Stge. Co.
Pettit Stge. Whse. Co.
Hammond
Johnson Tfr. & Fwd. Whse.

INDIANAPOLIS

Coburn Stge. & Whse. Co., Henry
Indianapolis Whse. & Stge. Co.
Mann Tfr. & Stge. Co.
Strohm Whse. & Cigs. Co.
Tripp Whse. Co.

TERRE HAUTE

Bauermeister Term. Co.

IOWA

Pages 66-67

Cedar Rapids
Cedar Rapids Tfr. & Stge. Co.
Davenport
Ewert & Richter Exp. & Stge. Co.
Des Moines
Blue Line Stge. Co.
Merchants Tfr. & Stge. Co.
White Line Tfr. & Stge. Co.

Mason City
Mason City Whse. Corp.

Sioux City
Isenminger's Stge. & Cig. Co.

Waterloo
Iowa Whse. Co.

KANSAS

Pages 67-68

Hutchinson
Cody Tfr. & Stge. Co.
Kansas City
Grandview Club Tfr. & Stge. Co.
Inter-State Tfr. & Stge. Co.

Topeka
Topeka Tfr. & Stge. Co., Inc.

Wichita
Brokers Office & Whse. Co.
Cassell Tfr. & Stge. Co.
Central Whse. & Stge. Corp.
Mid-Continent Whse. Co.
United Whse. Co.

KENTUCKY

Page 68

Lexington
Union Tfr. & Stge. Co., Inc.
Louisville
Fireproof Stge. Co., Inc.
Lamppin Whse. Co.
Louisville Public Whse. Co.

LOUISIANA

Pages 68-69

Alexandria
Ellington Tfr. & Stge. Co.
Monroe
Faulk-Coller Bonded Whse., Inc.
New Orleans
Blenville Whse. Corp., Inc.
Commercial Term. Whse. Co., Inc.
Douglas Shipside Stge. & Douglas
Public Service Corp.
Gallagher Tfr. & Stge. Co., Inc.
Independent Whse. Co., Inc.
Pelican Stge. & Tfr.
Standard Whse. Co., Inc.

MAINE

Page 69

Bangor
McLaughlin Whse. Co.

MARYLAND

Pages 69-70

Baltimore
Baltimore Fidelity Whse. Co.
Baltimore Stge. Co.
Central Whse. Co., Inc.
Davidson Tfr. & Stge. Co.
Fidelity Stge. Co.
Geipe, Inc., J. Norman
McCormick Whse. Co., Inc.
Security Stge. Co.
Terminal Whse. Co.

MASSACHUSETTS

Pages 70-71

Boston
Bankers Whse. Co.
Buckley Co., T. G.
Congress Stores, Inc.
Dunn Co., D. W.
Federal Whse., Inc.
Fitz Whse. & Dist. Co.
Hosack Stge. & Whse. Co.
Merchants Whse. Co.
Wiggin Terminals, Inc.
Woodberry Co., D. S.
Cambridge
Clark & Held Co., Inc.
Fall River
Keogh Stge. Co.
Mackenzie & Winslow, Inc.
Pittsfield
Roberts & Sons, Inc., T.
Springfield
Atlantic States Whse. & Cold Stge. Co.
Hartford Despatch & Whse. Co.

MICHIGAN

Pages 72-73

Detroit
Central Detroit Whse. Co.
Detroit Harbor Terminals, Inc.
Federal Whse. Co.
Grand Trunk Ry. Term. & Cold Stge. Co.
Henry & Schram Stge. & Tkg. Co., John
Ivory Stge. Co., Inc., John F.
Jefferson Term. Whse.
Owl Moving & Stge. Co.
Riverside Stge. & Cigs. Co.
United States Whse. Co.
Wayne Whse. Co.
Wolverine Stge. Co., Inc.

Flint
Central Whse. Co.
Grand Rapids
Columbian Stge. & Tfr. Co.

Lansing
Fireproof Stge. Co.
Lansing Stge. Co.

Saginaw
Central Whse. Co.

MINNESOTA

Page 74

Minneapolis
Anchor Whse., Inc.
Cameron Tfr. & Stge. Co.
Kedney Whse. Co.
Minneapolis Term. Whse. Co.
Northwestern Term. Co.
Northwest Whse. Co.

Rochester
Carey's Tfr. & Stge.

St. Paul
Central Whse. Co.
St. Paul Term. Whse. Co.
Kedney Warehouse Co.

MISSISSIPPI

Page 75

Jackson
Ricks Stge. Co.

MISSOURI

Pages 75-76

Jefferson City
Commerce Cig. Co.

Joplin
Tonnesen Tfr. & Stge. Co.

Kansas City
A.B.C. Fireproof Whse. Co.
Adams Tfr. & Stge. Co.
Central Stge. Co.
Crooks Term. Whse.
Monarch Tfr. & Stge. Co.
Murray Tfr. & Stge. Co., W. H.
Only Way Tfr. & Whse. Co.
Radial Whse. Co.
Smith Stge. Co., Inc., H. H.
United Whse. Co.
Walnut Stge. & Dist. Co.

St. Joseph
Terminal Whse. of St. Joseph, Inc.

St. Louis
Columbia Terminals Co.
Langan Stge. & Van Co., Ben A.
Long Whse., S. N.
St. Louis Mart, Inc.
St. Louis Term. Whse. Co.

NEBRASKA

Pages 76-77

Grand Island
Sullivan's Grand Island Stge. Co.Hastings
Borley Stge. & Tfr. Co., Inc.Lincoln
Sullivan's Tfr. & Stge. Co.
Union Term. Whse. Co.Omaha
Bushman Whse. & Stge. Co.
Central Stge. & Van Co.
Ford Bros. Van & Stge. Co.
Gordon Stge. Whses., Inc.
Knowles Stge. Co.
Pacific Stge. & Whse. Co.
Terminal Whse. Co.**NEW HAMPSHIRE**

Page 77

Manchester
McLane & Taylor**NEW JERSEY**

Pages 77-78

Ashbury Park
Anderson Bros.East Orange
Lincoln Stge. Whses.Hackensack
Holman & Co., Inc., Geo. B.Jersey City
K & E DeLuxe Padded Van Co., Inc.Millburn
Rimback Stge. Co.Newark
Essex Whse. Co.
Knickerbocker Stge. Whse. Co.
Lehigh Whse. & Transp. Co., Inc.Plainfield
Slaser Bros.South Orange
South Orange Stge. Co., Inc.Trenton
Petry Exp. & Stge. Co.**NEW YORK**

Pages 78-84

Albany
Albany Term. & Security Whse. Co., Inc.
Central Railway Term. & Cold Stge. Co., Inc.
Hudson River Stge. & Whse. Corp.Amsterdam
Maus, Inc., George H.Binghamton
Southie, Inc., John B.Brooklyn
Eagle Whse. & Stge. Co.
Healey & Sons, Inc., Thomas F.
Long Island Stge. Whses.
Strang, Inc., Chas. D.
Strang Whses., Wm. H.Buffalo
Knowlton Whse. Co.
Larkin Co., Inc.
Market Term. Whse.
Terminals & Transportation Corp.Elmira
Rimberg Sons, Joseph
Rice Stge. Corp., A. C.Forest Hills
Forest Hills Fpf. Stge. Co.Great Neck
Great Neck Stge. Co., Inc.Hempstead
Hempstead Stge. Corp.Jackson Heights
Kelley, Inc., Fred G.Jamaica
Jamaica Stge. Whse. Co.
Queensboro Stge. Whse., Inc.Kew Gardens
Kew Gardens Stge. Whse.New Rochelle
O'Brien's Fpf. Stge.New York City
Abington Whse., Inc.
Bowling Green Stge. & Van Co.
Bush Terminal Co.
Byrnes Bros. Whses., Inc.
Day & Mayer, Murray & Young, Inc.Denzer, Norman
Dunham & Beld, Inc.
Ellinger's Fpf. Whse., Inc.
Gilbert Stge. Co., Inc.
Globe Fpf. Stge. Whse. Co., Inc.
Hahn Bros. Fpf. Whses., Inc.
Lackawanna Term. Whses., Inc.
Lehigh Harlem River Term. Whse., Inc.
Lincoln Whse. Corp.
McCormack Trucking Co., Inc., T. I.
Midtown Whse., Inc.
Royal Whse. Corp.
Santini Bros., Inc.
Seaboard Stge. Corp.
Starrett-Lehigh Bldg.
Warwick-Thomson Co.Rochester
Clancy Carting Co., Inc., Geo. M.
Sam Gentry Carting Co.
Monroe Whse. Co., Inc.
Rochester Stge. Whses., Inc.Schenectady
McCormack Highway Transp., Inc.Syracuse
Flacc Stge. Whse. Co.
Great Northern Whses., Inc.
King Stge. Whse., Inc.Utica
Broad St. Whse. Corp.
Jones-Clark Trucking & Stge. Co., Inc.
Utica Whse. Co., Inc.White Plains
Carpenter Stge., Inc.
Evans & Sons, Inc., J. H.Yonkers
McCann's Stge. Whse. Co.**NORTH CAROLINA**

Page 84

Charlotte
American Stge. & Whse. Co.
Carolina Tfr. & Stge. Co.
Union Stge. & Whse. Co.Wilmington
Farrar Tfr. & Stge. Whse.**NORTH DAKOTA**

Page 84

Fargo
Union Stge. & Tfr. Co.**OHIO**

Pages 84-87

Akron
Cotter-City View Stge. Co.
Knickerbocker Whse. & Stge. Co.Canton
Canton Stge., Inc.Cincinnati
Baltimore & Ohio Whse. Co.
Cincinnati Term. Whses., Inc.
Consolidated Trucking, Inc.Cleveland
Britten Term., Inc.
Distribution Term. & Cold Stge. Co.
Greely-General Whse. Co.
Lederer Term. Whse. Co.
Lincoln Stge. Co.
Neal Stge. Co.
Railway Whses., Inc.Columbus
Columbus Term. Whse. Co.
Columbus Whses., Inc.
Edwards Tfr. & Stge. Co.
Merchandise Whse. Co.
Neilson Whse. Co.Marion
Merchants Tfr. Co.
Wright Tfr. & Stge. Co.Middletown
Jackson & Sons Co.Springfield
Wagner Whse. Corp.Staubenville
Travis Co., Z. L.Tolado
Great Lakes Term. Whse. Co.
Toledo Term. Whse., Inc.Youngstown
Fisher-Glider Cartage & Stge. Co.**OKLAHOMA**

Page 87

Oklahoma City
Commercial Whse. Co.
O. K. Tfr. & Stge. Co., Inc.
Oklahoma Bonded Whse. Co.
Red Ball Inc. Tfr. & Stge. Co.Tulsa
Hodges Fpf. Whses., Joe
Tulsa Term. Stge. & Tfr. Co.**OREGON**

Pages 87-88

Portland
Colonial Whse. & Tfr. Co.
Holman Tfr. Co.
Oregon Tfr. Co.
Rapid Tfr. & Stge. Co.
Wilhelm Whse. Co., Rudie**PENNSYLVANIA**

Pages 88-90

Allentown
Allentown Stge. & Tfr. Co.Bethlehem
Lehigh & New England Term. Whse.Erie
Erie Stge. & Ctg. Co.Harrisburg
Harrisburg Stge. Co.Hazleton
Karn's Tfr. & Stge.Lancaster
Keystone Exp. & Stge. Co.New Castle
Keystone-Lawrence Tfr. & Stge. Co.Oil City
Carnahan Tfr. & Stge.Philadelphia
Atlas Stge. Whse. Co.
Fenton Stge. Co.
Fidelity-20th Century Stge. Whses.
Gallagher's Whses.
Miller North Broad Stge. Co.
Terminal Whse. Co.Pittsburgh
Duquesne Whse. Co.
Hauch & Keenan Stge. & Tfr. Co.
Kirby Tfr. & Stge. Co.
White Term. Co.Scranton
Post, R. F.
Quackenbush Whse. Co., Inc.Uniontown
Keystone Tfr. Co.Wilkes-Barre
Wilkes-Barre Whse. Co.Williamsport
Williamsport Stge. Co.**RHODE ISLAND**

Page 90

Providence
Terminal Whse. Co. of R. I., Inc.**SOUTH CAROLINA**

Page 90

Charleston
Charleston Whse. & Fwdg. Co.**TENNESSEE**

Page 90

Chattanooga
Textile Stge. & Whse. Co.Knoxville
Fireproof Stge. & Van Co., Inc.
Howe Tfr. & Stge. Co.Memphis
Poston Stge. Whse., Inc., John H.
Rose Whse. Co.Nashville
Bond, Chadwell Co.
Central Van & Stge. Co.
Price-Bass Co.**TEXAS**

Pages 91-92

Amarillo
Armstrong Tfr. & Stge. Co., Inc.
Bishop Whse. & Stge. Co.Austin
Scobey Fpf. Whse. Co.Corpus Christi
Crocker Tfr. & Stge. Co.Dallas
American Tfr. & Stge. Co.
Dallas Tfr. & Term. Whse. Co.
Inter-State Fpf. Stge. & Tfr. Co.Fort Worth
Binyon-O'Keefe Fpf. Stge. Co.
General Cartage Co.
O. K. Whse. Co.
Texas & Pacific Term. Whse. Co.Harlingen
Jones Tfr. & Stge. Co., Inc.Houston
Patrick Tfr. & Stge. Co.
Universal Term. Whse. Co.
Westheimer Whse. Co., Inc.San Antonio
Central Whse. & Stge. Co.
Merchants Tfr. & Stge. Co.
Muegge-Jenull Whse. Co.
Scobey Fpf. Stge. Co.
Southern Tfr. Co., Inc.Tyler
East Texas Term. Whse. Co., Inc.
Tyler Whse. & Stge. Co.Wichita Falls
Tarry Whse. & Stge. Co.**UTAH**

Pages 92-93

Ogden
Western Gateway Stge. Co.Salt Lake City
Central Whse.
Jennings-Cornwall Whse. Co.
Security Stge. & Com. Co.**VIRGINIA**

Page 93

Norfolk
Bell Stge. Co., Inc.Richmond
Brooks Tfr. & Stge. Co., Inc.
Virginia Bonded Whse. Corp.Roanoke
Roanoke Public Whse.**WASHINGTON**

Page 93

Bellingham
Freeman Tfr.Seattle
A.B.C. Stge. Co.
Eyles Tfr. & Whse. Co., Inc.
Lyon Van & Stge. Co.
Taylor Edwards Whse. & Tfr. Co., Inc.
United Whse. Co.
Winn & Russell, Inc.Spokane
Spokane Tfr. & Stge. Co.**WEST VIRGINIA**

Page 94

Huntington
Maier Sales & Stge. Co.**WISCONSIN**

Page 94

Eau Claire
Sloux Stge. & Fwdg. Co.LaCrosse
Gateway City Tfr. Co.
LaCrosse Term. Whse.Madison
Union Tfr. & Stge. Co.Milwaukee
Atlas Stge. Co.
Hansen Stge. Co.
Lincoln Fpf. Whse. Co.
National Whse. Corp.**CANADIAN WAREHOUSE SECTION****BRITISH COLUMBIA**

Page 95

Vancouver
Johnston National Stge., Ltd.**ONTARIO**

Page 95

Toronto
Canadian Rail & Harbour Terms, Ltd.
Tippet-Richardson, Ltd.**QUEBEC**

Page 95

Montreal
Morgan Trust Co.Westmount
Westmount Tfr. & Stge., Ltd.**FOREIGN WAREHOUSE SECTION****MEXICO**

Page 95


Mexico City
Rodriguez Choppe, S. A.

WAREHOUSE DIRECTORY

A Guide to representative Merchandise, Cold Storage and Household Goods, Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns



"Andy Says"

 I T was with extreme confidence that I last month prophesied the value of the 1935 Warehouse Directory Issue to those who would receive a copy of it. About it I said that we believe it to be "the most nearly complete and valuable edition of the Directory Issue ever published."

¶Many have since personally verified our belief, and others have written us letters, not all of which we will ever be able to publish. However, one which we have gotten quite a kick out of is here published in full, and I hope you will read it because (1) Mr. Scott is right where he says "Really the issue is a pinnacle you will have to strive hard to beat" and (2) it shows definitely that the publishing business is not entirely made over a bed of thorns but that it has its pleasant side, too, represented by these letters of appreciation. In a later issue we may publish more of them; meanwhile here is what Mr. Scott has to say:

"SCOTT'S EXPRESS
83-85 Meadow Road,
Rutherford, N. J.

February 27, 1935

"To the Editor and Staff of
Distribution and Warehousing.
249 West 39th Street,
New York City, N. Y.
Gentlemen:—

Surely if Walter Winchell were in the moving or storage business and subscribed to DISTRIBUTION AND WAREHOUSING he would say, on receipt of the January 1935 issue, 'ORCHIDS to everyone from Editor to Office Boy (or should it be from Office Boy to Editor) who had anything to do with the January 1935 Issue of DISTRIBUTION AND

WAREHOUSING'. You should be as proud of that issue as Dr. Dafoe was when he announced to the world, quintuplets, mother and five daughters doing fine. To say the January 1935 number is a masterpiece would be putting it small. Really that issue is a pinnacle; you will have to strive hard to beat. There must have been some hard working days and sleepless nights to get out such a complete book under two covers. You have broken a record which would exhaust many a firm just to try at. Your efforts have not been in vain, if I know anything about the moving and storage firms' appreciation of such a copy.

Being only a small pebble in the moving business, I nevertheless get a great deal of knowledge and enjoyment out of every issue, so what must some of these large firms derive from your magazine. I learned several years ago the value of the trade paper and whatever I have written in this letter is really meant.

Thanking all for their assistance in getting to me such a fine copy and wishing all a continuance of prosperity, I am "a small business man who is keeping ends together with the help and guidance of DISTRIBUTION AND WAREHOUSING, by reading and doing."

Sincerely,
(Signed) Ellis H. Scott."

¶Thank you, Mr. Scott, for your fine letter. *The fact you are not even listed in the Directory Issue to which you refer makes us appreciate it all the more. We have worked hard to please you and our other subscribers, but letters such as yours inspire us to do better another year.*

"Andy"

BIRMINGHAM, ALA.

1880—Fifty-Five Years of Honorable Service—1935

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FIREPROOF WAREHOUSES
MERCHANDISE and HOUSEHOLD GOODS
STORAGE HAULING PACKING
Prompt Service—Accurate Accounting
First Avenue, at 13th Street, South
Members: A. W. A., N. F. W. A., S. O. W. A.,
A. C. W., A. L. A. T. & W. A.

BIRMINGHAM, ALA.

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Transfer & Warehouse Co.
1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.Rs.

BIRMINGHAM, ALA.



WITTICHEN

Transfer & Warehouse Co.
Fireproof Warehouse
Household Goods and Merchandise
Agents: Aero Mayflower Transit Company
Member of Allied Distribution, Inc.

MOBILE, ALA.

Merchants Transfer Company

HEAVY HAULING—STORAGE
Pool Cars and General Merchandise—Bonded
Authorized Transfer Agents
A.T.&N., G.M.&N., L.&N., M.&O. &
Southern Railroads, Clyde Mallory S/S Co.

MONTGOMERY, ALA.



Alabama Transfer & Warehouse Co.

Cor. N. Perry & Pollard Sts.
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WAREHOUSE
STORAGE & DISTRIBUTION
Members N.F.W.A. — A.W.A. — So.W.A. —
A.C.W. — A.V.L.



MONTGOMERY, ALA.

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Low Insurance Rate Bonded Trucking Service
Pool Car Distribution
Members: A.W.A., N.F.W.A., So. W.A.

PHOENIX, ARIZONA

H. W. CHAMBERS, PRESIDENT

Chambers Transfer and Storage Co.

301 South Fourth Avenue
Storing and Packing Moving and Shipping
Warehousing and Distribution service for merchan-
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Sprinklered warehouse—Insurance rate 46c.
Member—N. F. W. A.

The Men Who Distribute

Arbuckle Products

Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

PHOENIX, ARIZONA

**The Lightning Moving &
Storage Co.**

**TRANSFER
AND
STORAGE**

Storage capacity 68,000 sq. ft. General receiving and
forwarding agents. Pool car distribution our specialty.

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POOL CAR DISTRIBUTORS
FIREPROOF STORAGE

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55,000 Square Feet Floor Space.
Modern Fire Proof Building. Sprinkler Equipped.
Lowest Insurance Rate.
On St. Louis, San Francisco Railroad Reciprocal Switching.

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Storing — Shipping — Moving
Pool-Car Distributing a Specialty



LITTLE ROCK, ARK.

COMMERCIAL WAREHOUSE CO.

801-7 East Markham St.
"A Complete Service"
Modern Offices—Storage—Drayage and Distribution
Located in the heart of the wholesale and shipping
district.
Fireproof Sprinklered Private Railroad Siding Low Insurance Quick Service

LITTLE ROCK, ARK.

Arkansas' Largest Warehouse
Merchandise—Household Storage



NEW TERMINAL WAREHOUSE CO.

LITTLE ROCK ARKANSAS

Member American Warehousemen's Association
American Chain of Warehouses.

Absolutely
Fireproof
Low
Insurance
Rates
Pool Car
Distribution
Compartments
for household
Goods



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STORAGE-TRUCKING
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FREIGHT-MACHINERY
TRUCK CRANES
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Don't Gamble! Just
Ship to Bekins

We own and operate
depositories in
principal cities of
California



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and DISTRIBUTION
CALIFORNIA WAREHOUSE CO.
837 TRACTION AVE.



Sprinklered Concrete
Building
Central Location
Spur Tracks
Low
Insurance
Cartage
Service
Merchandise
Exclusively

Specialist in Food Distribution

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Household Goods and Merchandise

Consign your shipments for Hollywood, Beverly
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you satisfied customers. A complete service.

LOS ANGELES, CAL.



LOS ANGELES, CAL.



Offices for Rent
Telephone and
Secretarial Service
Sub Basement for
Cool, Dry Storage

**METROPOLITAN
WAREHOUSE CO.**

Merchandise Warehousing
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Reinforced Concrete Sprinklered Building
Centrally Located in Metropolitan Area
Fire Insurance Rate 13.2 Cents
1340-1356 EAST SIXTH STREET
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GEORGE W. PERKINS
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General Merchandise Storage
U. S. Customs Bonded Storage
Cool Room Accommodations
"Vacufume" Process of Fumigation

MANAGED AND OPERATED BY

CROOKS TERMINAL WAREHOUSES

CHICAGO NEW YORK KANSAS CITY
419 W. Harrison St. 76 Beaver St. 1104 Union Ave.

CALIFORNIA'S MOST MODERN WAREHOUSE
SERVED BY THE UNION PACIFIC

LOS ANGELES, CAL.

Pacific Commercial Warehouse, INC.

Owned and Operated by
J. D. & A. B. Spreckels Investment Co. of San Francisco
California

Centrally located — Uncongested district
Loading dock accommodations for 22 trucks

GENERAL MERCHANDISE STORAGE

POOL CAR DISTRIBUTORS

Complete Warehousing & Trucking Service
Cyanide Fumigating—Carlond Capacity

923 East Third St., Los Angeles, California

LOS ANGELES, CAL.

We Solicit Your Shipments and
Pool Car Distribution



FIREPROOF WAREHOUSE FOR HOUSEHOLD GOODS
Members: California Van & Storage Association
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

1817-1835 INDUSTRIAL STREET

Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE
Storage Distribution Drayage

Represented by Distribution Service

240,000 Square Feet
New York



56 Motor Trucks
Chicago San Francisco

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B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete
and efficient Warehouse and Distribution Service in the West.
Insurance Rate as low as 14.4 cents per \$100 per year.
Daily motor truck service to all parts of the city and Los Angeles
Harbor.

The Men Who Distribute

Vacuum Oil

Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

LOS ANGELES, CAL.

Make Westland Warehouses

Your Distribution Headquarters
in So. California

Member, A. W. A.,
C. W. A., L. A. W. A.

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L. A. Junction Ry.
Service

Westland
Warehouses, Inc.
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Room 1305
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95 Market Street, Oakland, Calif.

Oakland terminus of steamship lines, transcontinental railways
and motor truck lines.

Shipside warehousing—drayage eliminated between
piers and warehouses.

A COMPLETE EFFICIENT WAREHOUSING SERVICE
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FARNSWORTH & RUGGLES

(Established in 1859)

109 DAVIS STREET

WAREHOUSING GENERAL MERCHANDISE

Pool Car Distribution Motor Truck Fleet

Terminal at First, Brannan and Federal Streets

In the heart of the shipping district

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201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH

OVERLAND FREIGHT TRANSFER CO.

AND

TILDEN SALES BUILDING

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Operators of the most complete warehouse and distribution system in the
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STORAGE—CARTAGE—COLD STORAGE (OAKLAND)
FIELD WAREHOUSING—FAST TRANSIT DELIVERY SERVICE

S. M. HASLETT, President
Member American Warehousemen's Assn.
Member American Chain of Warehouses, Inc.

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A Complete Ser-
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Warehousing
and Distribution
of General
Merchandise

Warehousing, Distribution, Draying, Office Accommoda-
tions, Telephone Service. Space for Lease

San Francisco Warehouse Co., 625 Third Street

Member: American Warehousemen's Association
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We offer a complete service—Merchandise and
Household Goods Storage, Pool Car Distribution,
Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a
statewide daily motor freight service under regulation of
the Public Utilities Commission.

Connections with Interstate Truck Lines to
Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug
Vault, Fumigating Vault, Private Lockers

The WEICKER TRANSFER & STORAGE CO.

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DENVER

COLORADO

Member of N. F. W. A.—A. C. W.—A. W. A.

PUEBLO, COLO.

BURCH WAREHOUSE AND TRANSFER CO. INC.

General Office and Warehouse

200 SO. SANTA FE AVENUE

Modern Sprinklered Fireproof Building

Freight Forwarding and Distribution

Household and Merchandise Storage

PACKING AND SHIPPING

Member of N.F.W.A.—A.W.A.—Colo. W.A.

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Hartford Despatch and Warehouse Co.

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STORAGE AND DISTRIBUTION SERVICE WITHIN 150-MILE
RADIUS. SPECIAL FACILITIES FOR STORING, MOVING,
PACKING AND SHIPPING OF HOUSEHOLD EFFECTS.
ALSO WAREHOUSES AT SPRINGFIELD, MASS., AND
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BOAT LINE WAREHOUSE CO., INC.

Subsidiaries to the Merchandise Warehousing Trade Code,
Under Certificate No. 34-982, Reg. No. 6-3

Located on the Connecticut River
18 Van Dyke Ave.

General Merchandise Storage and Distribution

Direct Water, Rail, and Truck Connections

Large Shipment Facilities

Member of Conn. W. Assn.—Hartford Chamber of Commerce.

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Hartford Despatch and Warehouse Co.

252 Asylum St., Hartford, Conn.

A modern storage and distribution service. Sixteen sepa-
rate buildings. Fireproof and non-fireproof construction.
Twenty-four car private siding. Daily deliveries via rail,
boat, motor truck, to all principal towns and cities within
150 mile radius, private rooms for storage of furniture and
special facilities for moving, packing, crating and shipping
of household effects. Also warehouses at Bridgeport, Conn.,
and Springfield, Mass.



Member of A. W. A., N. F. W. A.,
A. C. W., Hartford Chamber of
Commerce, Hauling Member of the
Allied Van Lines, Inc.



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DAVIS STORAGE COMPANY

335 East St., New Haven, Conn.

Modern Fireproof Merchandise Ware-
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Private seven-car siding, adjacent to Steamship and
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Pool and stop over cars distributed.

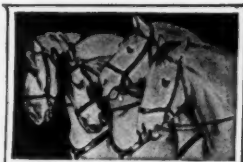
Motor Truck Service to all towns in Connecticut.

Low Insurance Rate. Prompt, Efficient Service.



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STORAGE and DISTRIBUTION



Established 1860

Merchandise, automobiles, furniture—23 buildings—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U. S. Customs.

THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.

Members: AWA, NFWA, CWA, MTA of C,
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Hauling member Allied Van Lines, Inc.



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PAUL A. DAHLGARD, Owner



West Haven Trucking Company

Storage Warehouses

Offices, 435 Congress Ave.

Household Goods, Storage, Packing,
Shipping, Receiving

STAMFORD, CONN.

STAMFORD
DARIEN
NEW CANAAN
OLD GREENWICH
NOROTON

WM. H.

SCHAEFER

& SON, Inc.

Fireproof Storage Warehouse

Member of Conn. W.A.—N.F.W.A.

WASHINGTON, D. C.



E. K. MORRIS, President

FEDERAL STORAGE
COMPANY

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(See Page Advertisement Directory Issue)

WASHINGTON, D. C.

Absolutely
FireproofMOVING
PACKING
SHIPPINGPool Car
Distribution
General Hauling

Merchants Trans-
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920-922 E. St., N. W.



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American Crayons

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and consult the Directory of Warehouses

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CONTAINER, LIFT VAN,
OR ORDINARY SHIPMENTS DELIVEREDSecurity Storage Company
OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000.

Security (steel) lift vans for overseas shipments
at door to door rates, with all risk insurance if
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Available almost anywhere.

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Modern
Fireproof
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DISTANCE
MOVINGPACKING
STORING
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SMITH'S

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Member—Mayflower Warehousemen's Association

WASHINGTON, D. C.

General Merchandise Storage

Pool Car Distribution—City Delivery Service
Direct Switching Connections into Warehouse
Pennsylvania Railroad

Terminal Refrigerating & Warehousing Corporation
4½ and D Streets, Southwest

Member of A. O. W.

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W. E. EDGAR, Supt.

THE TERMINAL STORAGE COMPANY
OF WASHINGTON

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Large buildings of modern construction, total floor area 204,000 square
feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.

Member of American Warehousemen's Association

WASHINGTON, D. C.

Established 1901

UNITED ★ STATES
STORAGE COMPANY

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory Issue, page 137)

Member of N.F.W.A.—W.W.A.



The Men Who Distribute

Fels-Naptha Soap

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JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE
UNION TERMINAL WAREHOUSE COMPANY
East Union and Ionia Streets
Merchandise Storage—Custom Bonded—Pool Car Distribution
Reconsigning—Trucking Service—Trackage 52 Cars
Reinforced Concrete—Sprinkler System
Insurance Rate 20 Cents
Rental Compartments—Sub-Postoffice, Western Union Tel.
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"Your Tampa Branch House"

CALDWELL
BONDED
WAREHOUSES
INCORPORATED

MERCHANDISE Storage & Distribution Fireproof Buildings Waterfront Whse. and Private Docks	U. S. CUSTOMS Bonded Storage. Government Storekeeper retained permanently. Normal temperatures for Wines and Liquors.	HOUSEHOLD Moving & Storage Agents Aero Mayflower Transit Co. National Long Distance Movers.
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Members Mayflower Warehousemen Assn.

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WILLIAM J. EVE, Manager

WAREHOUSE, INC.
BONDED
CARLOAD AND COMMERCIAL STORAGE
POOLED CAR DISTRIBUTION
Morgan and Water Streets, Tampa, Florida

ATLANTA, GA.

BONDED

General Warehouse & Storage Co., Inc.
272-274 Marietta St., Atlanta, Ga.
Consigned stocks handled for Manufacturers
Remittance made day received
Store door delivery—Re-packing—Re-shipping
MERCHANDISE DISTRIBUTION
Sprinkler System—R.R. Trackage—Pool Car Distribution

ATLANTA, GA.

"Atlanta's Largest"

MONROE BONDED WAREHOUSES
Invested Capital \$325,000
Lowest Warehouse Insurance Rate in Atlanta
MERCHANDISE—COLD STORAGE—TRUCKING
Private Railroad Sidings—Concrete Warehouses
A. D. T. Service
Member: A. W. A.

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F. L. Harrison, Pres.

RELIABLE TRANSFER CO.

General Merchandise Storage and Distribution
Household Goods Storage, Packing, Shipping
Pool Car Distribution
Direct R.R. Siding A. C. L., C. & W. C. R.R.

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FOR — modern warehousing — distributing
of merchandise and household goods—choose

BURNHAM'S
STORAGE AND VAN SERVICE
MOTOR FREIGHT TERMINAL
PRIVATE TRACKAGE

Member—Southern Warehousemen's Association

SAVANNAH, GA.

Savannah's only bonded warehouse

SAVANNAH BONDED WAREHOUSE & TRANSFER
COMPANY.

BAY STREET EXTENSION & CANAL,
Post Office Box 1157

General Storage—Distribution—Reconsigning
Custom House Brokers—Custom Bonded
Regular steamship service from principal
Eastern, Western & Gulf ports—track con-
nections with all rail and steamship lines.
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Members—A.W.A.—A.C.W.—So.W.A.

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WHEN SHIPPING GOODS TO

HONOLULU

consign to us and the same will be given our best attention.
Modern Concrete Warehouses. Collections promptly remitted.
Correspondence solicited.

CITY TRANSFER COMPANY

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Selling Services Furnished

BOISE COLD STORAGE COMPANY

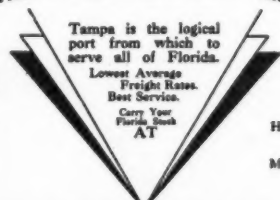
Merchandise Warehousing & Forwarding
Negotiable Warehouse Receipts Issued
Pool Car Distributors

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Let "The Safest Place in Tampa" Serve You in "The Land of the Sun"

MERCHANDISE
STORAGE
POOL CAR
DISTRIBUTION



HOUSEHOLD GOODS
STORAGE
MOVING—PACKING
SHIPPING

LEE TERMINAL

AND WAREHOUSE CORPN.

TAMPA, FLA.

Represented by Distribution Service

NEW YORK—CHICAGO SAN FRANCISCO

Pluck and Business
Enterprise
All in One Word
"Advertise"

CHICAGO, ILL.

ANCHOR STORAGE CO.

219-229 E. N. Water St. Chicago, Illinois
Truck Accommodations—400 Ft. All Under Cover. Reshipping—Merchants' Lighterage and Tunnel. Located on main channel of the Chicago River. 220,000 sq. ft. of Modern Storage Space. Private siding—C & N W Ry. with capacity of over 40 cars daily.

Low Insurance Rate

Represented by
DISTRIBUTION SERVICE, INC.

NEW YORK
100 Broad St.

CHICAGO
219 E. North Water St.

SAN FRANCISCO
625 Third St.

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Chicago's only warehouse which has a Union Freight Station under the same roof. Chicago Junction Service—carload and L. C. L.—to all lines daily at flat Chicago rate.

U. S. Customs Bonded. All modern warehouse services.

Write for illustrated booklet and rates.

2001 West Pershing Road

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**DOWNTOWN WAREHOUSE**

Most Centrally Located
2 Blocks from New Union Station
CANAL & HARRISON STS.
Tunnel and Trap Car Service

CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 76 BEAVER STREET

KANSAS CITY

SOUTH SIDE WAREHOUSES

5801-5967 West 65th St.

Capacity 1200 Carloads
Insurance Rates as Low as 12c.



Also operate three modern warehouses in Kansas City and the Overland Terminal Warehouse Company at Los Angeles, California.

LIBERAL LOANS MADE ON STAPLE COMMODITIES

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W. J. WORKMAN, Pres. & Gen. Mgr.

Continental Warehouse Co.

973 Cullerton St., Chicago, Ill.

Merchandise Storage and Distribution
Private Siding C.B.&Q. Ry. Free Switching
Fully Sprinklered—Low Insurance Rate

Pool Cars Solicited
Member Illinois Warehousemen Ass'n

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Accessible Location.
Modern Warehouse.
Excellent Shipping Facilities.
Delightful Office.
Special Equipment.
Economical Service.
No cartage expense on outboard L. C. L. Freight.

1455 W. 37th St.



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SATISFACTION ASSURED!

A large shipper wrote us—"It is not often our interests in out-of-town shipments are accorded the careful attention you have shown."

EMPIRE WAREHOUSES INC.

General Offices 5153 Cottage Grove Ave.
W. F. CARROLL, Pres. J. J. BARRETT, Sec'y.

CHICAGO, ILL.

For Unexcelled Location and Service

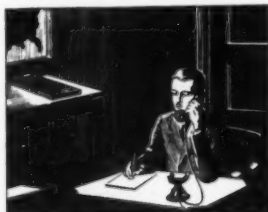
SENG TERMINAL WAREHOUSE COMPANY

230 North Canal Street
PRR AND CMSTP&P SIDINGS

CURRIER-LEE Answers



"IMMEDIATE DELIVERIES"



—Phone an order to Currier-Lee—and almost in less time than it takes to tell about it, it's on its way! Prompt delivery is just one of many services that make Currier-Lee warehousing outstandingly satisfactory. Adequate loading space, our own big fleet of trucks, a tunnel-railway station right in our own buildings, and an organization keyed to modern business standards makes possible for us to answer "Immediate Delivery" whenever your distribution problems require fast movements of merchandise stored with Currier-Lee. For full details of this service, write for illustrated folder today.



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General Offices 427 W. Erie St., Chicago, Ill.

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Member A. W. A.

COMPLETE WAREHOUSING AND DISTRIBUTING SERVICE



GRISWOLD-WALKER-BATEMAN COMPANY

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Chicago

Modern buildings strategically located. Direct trackage connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT (belt line connecting all RRs.). Trap car reshipping. Motor truck deliveries. Long distance motor transportation. Guardite fumigation protection. U. S. Customs Bond. Office facilities.

Details of this complete service are described in a booklet "The Way to Distribution"—Write for your copy.

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For Shipments to the South Side's Finest Residential Districts

CONSIGNED TO

The Lincoln Warehouse Corporation

Main Office and Warehouse—4259 Drexel Boulevard

"40 Years of Distinctive Service"

Personal attention of executives to customers. Collections promptly remitted.

Member N.F.W.A.

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MIDLAND

Offers

LARGE AND SMALL SHIPPERS
THREE MODERN MERCHANDISE
WAREHOUSES

at

CHICAGO

With convenient locations

for Local Trade.

With excellent transportation facilities

for National Distribution

Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads, no trap car, tunnel or cartage service or charges on in or out-bound LCL shipments. Receiving stations of Express, Freight Forwarding, Electric and Boat Lines on premises.

With a complete warehouse organization

fully equipped to handle merchandise rapidly and economically

Let Us Quote on Your Requirements

Midland Warehouse & Transfer Co.

CHICAGO, ILL.

15th Street and South Western Ave.

CHICAGO, ILL.

FOR **REAL SERVICE** TRY

Producers Warehouse Co.

344 No. CANAL ST.

C & NW Ry SIDING

Also Operating

Republic Warehouse Co.

(U.S. CUSTOMS BONDED)

372 W. ONTARIO ST.

CM & St P Ry SIDING

COMPLETE WAREHOUSE AND STORAGE SERVICE

The Men Who Distribute

Federal Matches

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and consult the Directory of Warehouses

25 YEARS

**OF MERCHANDISE STORAGE
and DISTRIBUTION SERVICE . . .**

Two warehouses close to the Loop •
Direct railroad connections • Office
and warehouse space to rent • U. S.
Customs Bonded storage • Loans on
standard merchandise • Low insur-
ance rates • Direct tunnel service • Spe-
cial facilities for the storage of wines.

Write for information on services to meet
your individual needs

RAILWAY TERMINAL & WAREHOUSE CO.

444 WEST GRAND AVENUE, CHICAGO, ILLINOIS

ONTARIO WAREHOUSE CO., 425 WEST ONTARIO STREET

CHICAGO, ILL.

**W. C. Reebe & Brother
(INC.)****Five Storage Warehouses**

Established 1880

Complete facilities for the Storage, Removal, Packing or Shipping of

Household Goods, Pianos or Works of Art*Offices and Fireproof Warehouses*

2325-33 N. Clark St. 4549 Broadway 5035-39 Broadway

Offices and Non-Fireproof Warehouses

2521-23 Sheffield Ave. 2525 Sheffield Ave.

General Office: 2325-33 North Clark Street

Member: N. F. W. A. & I. F. W. A.

CHICAGO, ILL.

"Chicago's Leading Warehouse"

SENG WATERWAY WAREHOUSE CO.

Complete water, rail and truck terminal, facilities with a
"loop" location. Concrete dock for ocean, lake and river
vessels—25 car siding capacity—own fleet of 69 trucks.
Economical reshipping—tunnel—lighterage.

The Men Who Distribute

**"Dasco" Steel Cutlery and
Tools**

Read **DISTRIBUTION & WAREHOUSING**
and consult the Directory of Warehouses

CHICAGO, ILL.

Soo Terminal Warehouses

519 W. Roosevelt Road

(Near Loop)

Merchandise Storage—Pool Car Distribution

Less Carloads To and From All Trunk Lines,
North Shore Electric and Aurora and Elgin Elec., and Their
Connections Handled Without Cartage Charges.
Cool Temperatures—Candy Stored All Year

Ground Floor Warehouse Spaces With or Without
Offices for Rent—Fireproof—Trackage

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**TOOKER STORAGE and
FORWARDING CO.**

(Estab. 1903)

STORAGE CARTAGE RESHIPING LOANS

LOCATED IN THE CENTER OF DISTRIBUTION

FINEST RAILROAD FACILITIES

LOWEST INSURANCE RATES

GENERAL OFFICES: 3615 IRON ST.

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Los Angeles

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WERNER BROS. KENNELLY CO

STORAGE
MOVING
PACKING
SHIPPING

M. H. KENNELLY, President

Your Chicago Shipments given pre-
ferred attention. Pool cars handled
on our own switch track.

Consign C. M. St. Paul & P. R. R. . . .
Wilson Ave. Branch.

**CONTAINER SHIPMENTS
SOLICITED***Warehouses Conveniently Located*

2815 Broadway

4917 Broadway

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PARK BRANCH

1750 N. Clark St.
Opposite Lincoln Park

TRAFFIC DEPT.

3133 N. Halstead St.

MAIN OFFICE:

2815 BROADWAY, CHICAGO, ILLINOIS

CHICAGO, ILL.

Merchandise Storage and Distributors

WAKEM & McLAUGHLIN, Inc.

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

ADVANCES MADEOur ample financial resources enable you to negotiate
loans right in our office.

Prompt Delivery and Best of Service

CHICAGO, ILL.

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90,000 sq. ft. floor space on one floor. Served by two railroads—C. & E. I. and L. & N. Reciprocal switching to all Evansville industries. Fireproof; Sprinkler system; Thermostatically heated; Lowest insurance. Ideal trucking facilities. Store door service. Merchandise storage. Pool car distribution. Served by American Barge Line, Mississippi Valley Barge Line and Independent Tows.

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Distribution of Pool Cars

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"Fireproof" Buildings
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Centrally located in Shipping District
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DAILY SERVICE IN EVERY DIRECTION
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Special Warehouse for Farm Machinery and Heavy Equipment

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Your Choice for the Sioux City Territory
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Warehouses on Private Sidings. Free Switching Charges.
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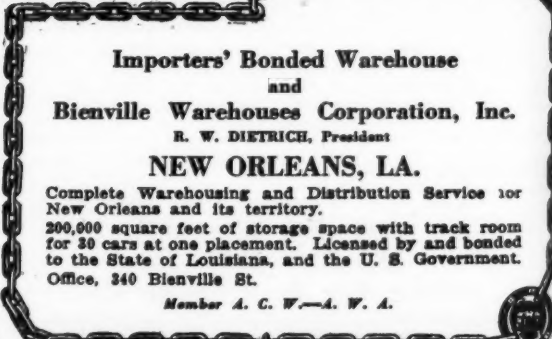
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A dependable agency for the
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25 VANS QUICK DELIVERIES
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Satisfactory service guaranteed

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*has received, stored and distributed merchandise
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The four warehouses operated by the Company have Pennsylvania Railroad sidings and one has also a steamship pier extending into the harbor.

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GENERAL MERCHANDISE

Free and Bonded Storage

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Use our complete facilities for
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Modern equipment for lift vans
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Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

Protected By
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Established 1896

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Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R. General Merchandise. Storage and distribution. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing temperature.

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Direct Track Connection B. & M. R. R.

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**GENERAL MERCHANDISE
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Free and Bonded Space -:- Pool Car Service

Successors to

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*Rail and Motor Truck Deliveries
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FORWARDERS & STORAGE
*Pool Car Distribution Specialists for New England
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Consign Your
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PACKING, STORING, SHIPPING OF HOUSEHOLD GOODS
OUR SERVICE INCLUDES ALL GREATER BOSTON

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STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS
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Local and Long Distance Furniture Moving

Fireproof Storage Warehouses
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General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
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**ALSO WAREHOUSES AT BRIDGEPORT AND HARTFORD,
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Michigan Terminal Warehouse
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Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

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Complete Service

Continent-wide Connections

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- Forty-four sheltered truck docks. Eleven high speed freight elevators.
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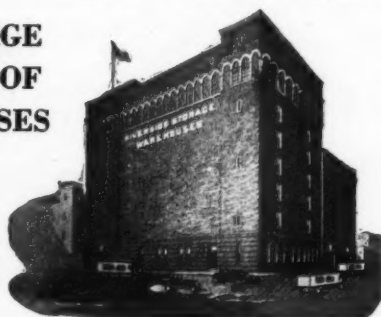
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"SERVICE WITH SECURITY"

Located in the heart of the jobbing district

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Operating 200,000 square feet of modern, low insurance rate space. Protected by A.D.T. fire alarm system. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.

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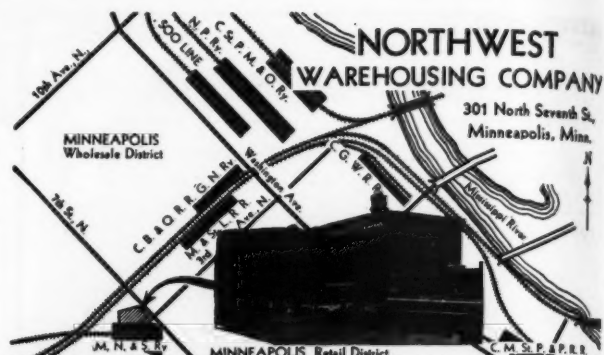
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In Minneapolis—

Minneapolis Terminal Warehouse Company
provides complete storage and distribution services for the Northwest market for many of the largest national distributors.

In St. Paul and Minnesota Transfer—

St. Paul Terminal Warehouse Company
offers identical services and facilities under the same management.
We invite your inquiries.



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Complete Warehouse Facilities for Storage and Distribution
MERCHANDISE
Experienced Organization and Equipment for
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Modern Buildings, Sprinklered, Private Siding ICRR Co.
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Modern Fireproof Warehouse with private siding on terminal tracks connecting all Railroads.
Distribution and Storage Merchandise and H. H. Goods.
Pool Cars Promptly Handled and Reports Mailed in.
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Track connections with all railroads.
In the heart of the Freight House and Wholesale District
"30 years of continuous service"

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Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates
PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

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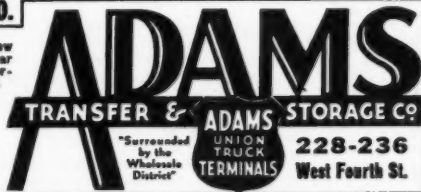
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Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

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KANSAS CITY, MO.



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LOW INSURANCE

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**\$3,000,000.00
INVESTED . . . TO SERVE YOU**

Merchandise storage with low insurance, and guaranteed responsibility. Modern Buildings. Large Fleet of up-to-date trucks and trailers.

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Pool Car Distribution

**FIREPROOF BONDED
FREIGHT TRUCK CONNECTION TO ALL
OF THE CENTRAL PART OF THE STATE**

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100,000 Sq. Feet
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45 Years of Continuous Service

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We operate Thirty Trucks and have connections to all points in the State.

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Storage and Distribution of

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Lehigh Valley Railroad siding.

We operate our own fleet of Motor

Trucks making store door

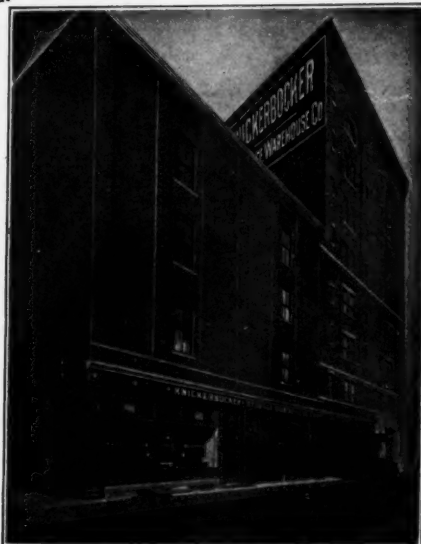
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Vaults.
Central
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Equip-
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for
handling
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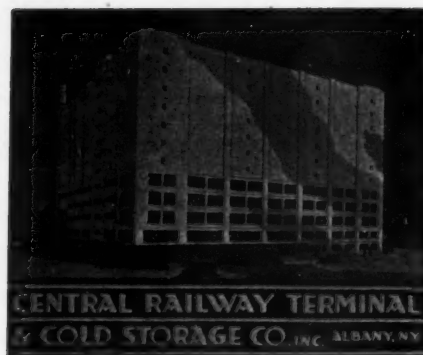
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We pack goods for shipment, and have a fleet of vans for prompt
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Specializing in Pacific Coast Shipments
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Modern in Every Respect

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Fireproof Warehouses

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Strang's Service Secures
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Knowlton Warehouse Co.

50 Mississippi Street, Buffalo, N. Y.

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96 Car Track
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1500 Feet Private
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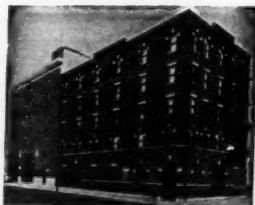
37-88 81st ST., JACKSON HEIGHTS
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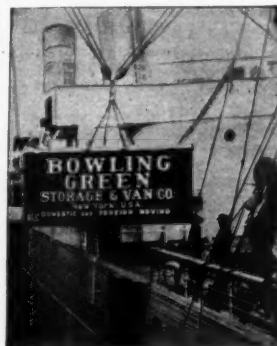
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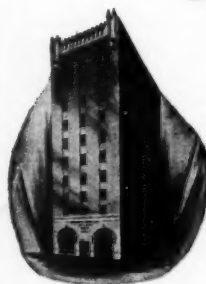
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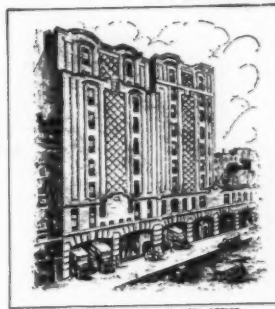


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15 FT. CEILING
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ON PLOT OF 12,800 SQ. FT.

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A stock of your products carried in our Terminal is within 24 hours of your customer's door at any principal point between Boston and Washington, D. C.
• Traffic experts route your shipments via dependable lines at minimum charges. • Side track facilities and L. C. L. Freight station in same building. • Coastal Steamship connections, eliminate unnecessary cartage expense. • Direct Motor Truck Store Door Delivery Service covering wide area. • Pool Car Distribution. • Modern Building and Minimum Insurance Rates.

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Up-to-the-minute perpetual inventory.
Current balance-in-stock immediately available.**LEHIGH HARLEM RIVER
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Central and convenient location adjacent to up-town grocery center. Lehigh Valley Railroad tracks in the building. Concrete fireproof construction. Sprinkler system. Clean floors. Orderly arrangement. Sunlight and ventilation on four sides. Lowest insurance rate in the Bronx—15¢ per \$100. Prompt service.

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Special vaults for silverware and valuables; also vaults of arctic chill for storage of furs, tapestries, rugs, clothing or any other article of value that requires safeguarding from moth ravages.

Special van equipment for transporting goods to and from warehouse and home or out-of-town. Also house-to-house moving.

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Fleet of Motor Trucks for Every Kind of Transportation Need
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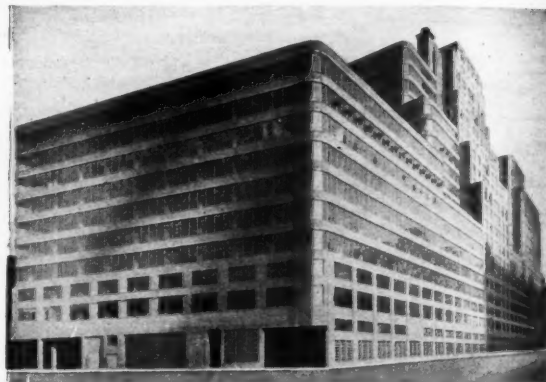
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**Storage, Distribution and Freight Forwarding
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IN THE VERY CENTER OF NEW YORK CITY

Adjacent to All Piers, Jobbing Centers
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Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding—12 car capacity—in the building. Prompt handling—domestic or foreign shipments.

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BUILDING****Look Before You Locate**

Starrett Lehigh Building, bounded by West 26th and West 27th Streets and 11th and 13th Avenues, New York City, affords an excellent location for manufacturing and distribution.

IT HAS —

- Lehigh Valley Railroad freight terminal on street level. Freight elevators direct to platform in rail yard.
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- Low insurance rates.
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- Fast passenger elevators.
- Restaurant and barber shop.

INVESTIGATE THE ADVANTAGES OF THIS BUILDING

You will find it easily adaptable as your Eastern manufacturing and distributing plant, sales and display offices. It is situated on wide thoroughfares in the center of Manhattan.

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Pool Cars Distributed and Reshipped

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For Efficient Distribution in the Rochester Trading Zone

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Offices: 160 Erie Blvd.

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Fireproof Throughout

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Protected by Automatic Sprinkler

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100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates. Sprinklered and Heated. Private Offices for Manufacturers' Representatives.

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Of Merchandise, Automobiles, Household Goods
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Household goods and merchandise.

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20 Private Offices

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33,000 Sq. Ft. Floor Space—Fireproof

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Fireproof, concrete buildings, modern facilities, convenient
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Falls. Special attention to pool cars. Low transfer
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Pool Cars and Spot Stock Accounts Solicited.
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Household Goods and Merchandise
Fireproof Warehouse—Local and long
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MERCHANDISE—HOUSEHOLD GOODS
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Operating large modern warehouses for the storage of general merchandise at
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Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice,
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Low Insurance Rates. Sprinkler Systems.

Address:

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Manager and Treasurer.

CONSIGN VIA BALTIMORE AND OHIO RAILROAD

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Oakley Chemicals

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"Your Own Branch House -- without the Overhead!"



9 MILLION
Cubic Feet of Superior Warehousing

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CINCINNATI TERMINAL WAREHOUSES, Inc.
General Offices 49 Central Avenue, Cincinnati, Ohio
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See Advertisement on Front Cover of Directory Issue

CLEVELAND, OHIO



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Central Viaduct and West 14th St.

Local, regional and storage-in-transit
service, offering every facility known
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Ultra-Modern
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Trunk Line
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Complete Service

Continent-wide Connections

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General Merchandise Storage and
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Cartage

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DIRECT FROM FREIGHT CARS

SHIPMENTS to Cleveland, consigned to
The Lincoln Storage Company over any
railroad entering the city, can be handled
from freight car direct to our loading platform.

Carload shipments to our private siding,
11201 Cedar Ave., on the N. Y. C. Belt
Line, connecting with all R.Rs. entering
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R.Rs. to Cleveland, Ohio.



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175,000 Sq. Ft. of Available Floor Space; Track Capacity 100 Cars; Operating
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BUILDS BETTER BUSINESS
MERCANTILE WAREHOUSING AND DISTRIBUTING

West 25th St. Whse. Broadway Whse. Private Siding Nickel Plate Ry.
Private Siding Erie Ry. East 37th St. Whse. In Northern Ohio Food Terminal Area

CLEVELAND, OHIO

CONSIDER....



- Eight modern warehouses
- Special storage facilities
- Low insurance rates
- Private switch facilities
- Quick deliveries

A warehouse in each major section of the city.

The **NEAL**
STORAGE COMPANY

CLEVELAND OHIO

Exclusive Agent:
Greater Cleveland
for Aero-Mayflower
Transit Co.

CLEVELAND, OHIO

**RAILWAY
WAREHOUSES, INC.**

CREATING A NEW DEAL FOR DISTRIBUTORS

3540 CROTON AVE. S. E.

CLEVELAND, OHIO

COLUMBUS, OHIO

W. Lee Cotter, Pres.

Wm. J. O'Neill, Mgr.

MERCHANDISE
STORAGEPOOL
CARS

Established 1882

This modern, clean, and well ventilated warehouse provides thorough protection for your merchandise. Bonded Storage Facilities. Private Siding New York Central Railroad. Free switching from all railroads.

MEMBER OHIO WAREHOUSEMEN'S ASSOCIATION

THE COLUMBUS TERMINAL WAREHOUSE CO.
COLUMBUS, OHIO

COLUMBUS, OHIO

FIREPROOF STORAGE

COLUMBUS WAREHOUSES, Inc.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF

CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio

COLUMBUS, OHIO

Consign Your Household Goods Shipments to

DAN EDWARDS at COLUMBUS

Packing—Shipping—Storage—Local and Long Distance Moving—Steel and Concrete Warehouse—Private Siding


EDWARDS TRANSFER AND STORAGE CO.
426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

COLUMBUS, OHIO

CHAS. F. COHAGAN, PRES.
IDEALLY LOCATED

COLUMBUS:—In the Center of Ohio.
THE MERCHANDISE WAREHOUSE CO.—In the Center of Columbus.

SERVICE:—That means more business for you at less expense. Let us serve you at Columbus.

PRIVATE SIDING ON
N. Y. CENT. RY.
U. S. Customs Bonded



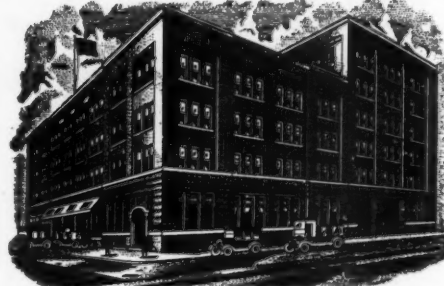
The Merchandise Warehouse Co.
370 W. Broad St. Columbus, Ohio

MEMBER: A.W.A.—O.W.A.—A.C.W.

The Men Who Distribute
Tropical Paints

Read **DISTRIBUTION & WAREHOUSING**
and consult the Directory of Warehouses

COLUMBUS, OHIO

MERCHANDISE STORAGE
and DISTRIBUTIONF
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F**THE NEILSTON WAREHOUSE CO.**L
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MARION, OHIO

MERCHANTS TRANSFER COMPANY

160 McWilliams Court, Marion, Ohio

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods and Machinery. Packing and Shipping. Private Siding New York Central Lines

MEMBER MAY. W. A.

MARION, OHIO

WRIGHT**TRANSFER & STORAGE CO.**

EST. 1889

MERCHANDISE—HOUSEHOLD GOODS

Wright Service to Meet Your Requirements.

Member of N.F.W.A.—O.W.A.

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Pres. & Gen. Mgr. A. Jackson

THE JACKSON & SONS CO.

Main Office, 1901 Manchester Ave.

Phones 1207 and 1208

Furniture Warehousing—Local and Long Distance Moving and Contract Hauling—Operating Daily from Cincinnati to Chicago, Pittsburgh, Charleston, W. Va., and way points.

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MEMBER

**WAGNER WAREHOUSE
CORPORATION**

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

STEUBENVILLE, OHIO

Z. L. TRAVIS, Pres. and Gen. Mgr.

Z. L. Travis Co.

311 North 6th St.

Modern Fireproof Warehouse—29,000 Sq. Feet
Reinforced Concrete

Household Goods Packed,
Shipped and Stored

Distribute Household Goods and Merchandise, Pool Cars, Long Distance Moving.

Consign C. L. Shipments P. C. C. & St. L.

Members:
N.F.W.A.—O.W.A.



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GREAT LAKES TERMINAL WAREHOUSE CO.
of Toledo
355 Morris Street

General Merchandise, Cold Storage and Distribution
U. S. Custom Bonded Warehouse, Storage in Bond
Store Door Delivery Complete Service
Private Siding New York Central and B. & O. R. R.
Member American Chain of Warehouses

TOLEDO, OHIO

TOLEDO TERMINAL WAREHOUSE, INC.
128-138 Vance St.

Merchandise Storage and Distribution
Excellent Service
Member A. W. A.

YOUNGSTOWN, OHIO



FISHER-GILDER
Cartage & Storage Co.
Fireproof Warehouse
Household Goods and Merchandise
Established 1878

OKLAHOMA CITY, OKLA.

Member A. W. A.—A. C. W.—S. W. A.

Commercial Warehouse Co.

50,000 sq. ft. for Exclusive Merchandise Storage
Pool Car Distributors

Free Switching

14c. Insurance rate

OKLA CITY, OKLA.

Established 1889

O. K. Transfer & Storage Co.
General Warehousing and Distribution



MOTOR
TRUCKS
& TEAMING
HOUSEHOLD
GOODS
MERCHANDISE

MEMBERS
NFWA, AWA,
Dist. Service, Inc.

OKLAHOMA CITY, OKLA.

Bonded Under State Law
Oklahoma Bonded Warehouse Company
Merchandise Warehousing
Pool Car Distribution

Free Switching
Private Trackage
P. O. Box 1222

50,000 Sq. Ft.
Floor Space.
Fireproof

OKLAHOMA CITY, OKLA.

THE RED BALL
We Have Ample Truck Facilities
Fireproof Warehouse for Merchandise and Household Goods
Automatic Sprinkler System
Office and Warehouse
2-4 East California Avenue

TRANSFER
RED BALL
STORAGE

We Solicit Your Accounts for Transfer and Storage
Members of American and National Warehousemen's Associations

TULSA, OKLA.

Joe Hodges Fireproof Warehouse
Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.
Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

TULSA, OKLA.

TULSA TERMINAL
STORAGE AND TRANSFER CO.



FINANCING
GENERAL STORAGE AND DISTRIBUTION
OKLAHOMA'S LEADING WAREHOUSE

MEMBERS A.W.A., N.F.W.A., S.W.A., Associated Whse., Inc.

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Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses
Licensed under the U. S. Warehouse Act
Merchandise, Storage and Distribution
Private Siding Free Switching Sprinklered
1132 N. W. GLISAN STREET



PORTLAND, ORE.

HOLMAN TRANSFER CO.

1306 N. W. HOYT STREET

General Merchandise Storage and Distribution

Private Siding All Railroads Entering Portland
Located in the center of wholesale and jobbing district.

POOL CAR DISTRIBUTION A SPECIALTY

Member A. W. A.—Amer. Chain.
Established 1864

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established 1848

1238 Northwest Glisan Street Portland, Oregon
U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution
Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.
Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

DISTRIBUTION A SPECIALTY

Low Rates—Prompt Service—Commercial Accounts Only

Let us be Your Pacific Coast Agents
Complete Warehouse and Drayage Facilities—19 Motor Trucks
Just consign your LCL or Carload Shipments to

RAPID TRANSFER & STORAGE CO., INC.
630 NORTHWEST 10TH AVE. PORTLAND, OREGON
and we will do the rest. Member of OreWA—PD&WA

PORTLAND, ORE.

Radio Wilhelm, Pres.

RUDIE WILHELM WAREHOUSE CO.

70,000 Sq. Ft. Fireproof Concrete Storage Space
ADT Automatic Sprinkled System

Household Goods and Merchandise Distribution

Portland Commercial Agents: Judson Fr't Fwd'g Co.

ALTOONA, PA.

Route your RAIL & TRUCK shipments
care of

ALTOONA STORAGE & TRANSFER CO.

2701 Industrial Ave., Altoona, Pa.

P.R.R. track connections

STORAGE—CHECKING POOL CARS—DISTRIBUTION

Door to Door deliveries from storage stock
to Central Penna. points

ALLENTOWN, PA.
BETHLEHEM, PA.

500,000 CU. FT. GOLD
STORAGE
200,000 SQ. FT. DRY
& HOUSEHOLD
STORAGE



Serving
ALLENTOWN
BETHLEHEM
AND EASTON
Private Siding
LEHIGH & NEW
ENGLAND R. R.

**LEHIGH AND NEW ENGLAND TERMINAL WARE-
HOUSE COMPANY**

15th Avenue, North of Broad St., Bethlehem, Pa.

ERIE, PA.

Erie Storage & Carting Co.

1502 Sassafras St., Erie, Pa.

MOVING—PACKING—SHIPPING—STORAGE

Warehouse in the center of the city, with trackage from
N. Y. Central Lines and switching to all other lines. Un-
excelled facilities for handling shipments of household
goods and merchandise. Branch house service for manu-
facturers. Members of N.F.W.A.—P.F.W.A.—Rotary and Kiwanis Clubs



HARRISBURG, PA.

Pool Cars

Efficiently
Handled



Merchandise and Household Goods Storage
HARRISBURG STORAGE CO.

P. R. R. Sidings HARRISBURG, PA.

American Warehousemen's Association, National Furniture Warehousemen's
Association, Penna. Furniture Warehousemen's Association

HAZLETON, PA.

CHRIST N. KARN, Prop.

KARN'S TRANSFER & STORAGE

FIREPROOF STORAGE WAREHOUSE

Household Goods Storage, Packing, Shipping

Merchandise Storage and Distribution

Pool Cars Distributed. Local and Long Distance Hauling

Members of N. F. W. A.



LANCASTER, PA.

Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. & R.

NEW CASTLE, PA.

Keystone-Lawrence Transfer & Storage Co.

Packing, Crating, Storage and Shipping
of Household Goods

Merchandise distribution. Pool car shipments. Motor trucks
for light and heavy hauling and long distance moving.

Members N. F. W. A.

Members Penna. Whse. Assoc.

OIL CITY, PA.

CARNAHAN

Transfer and Storage

The most reliable transfer in Venango County. Fireproof ware-
house. Private rooms for furniture and pianos. General hauling.
Overland hauling. Piano moving. Furniture packing a specialty.

Forwarding agents

Members N. F. W. A.

PHILADELPHIA, PA.

ATLAS

STORAGE WAREHOUSE COMPANY

FIREPROOF DEPOSITORY

4015 Walnut Street

Member N. F. W. A., P. F. W. A. and C. S. & T. A.

WALTER E. SWEETING, President

PHILADELPHIA, PA.

Est. over 40 years.

FENTON STORAGE CO.

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fenceo"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise.

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

H. NORRIS HARRISON, Pres. F. L. HARNER, Vice-Pres., Treas.

LEAH ABBOTT, Secy.

Bus type vans for speedy delivery anywhere. We distribute
pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

GALLAGHER'S WAREHOUSES

Executive Offices—50 So. 3rd St.

General Merchandise Storage and Distribution

U. S. Bonded and Free Stores

Carload Distribution

Direct Railroad Sidings: Penna. R. R.—Reading R. R.

Company owns fleet of motor trucks for
city and suburban deliveries

PHILADELPHIA, PA.

BUELL G. MILLER, President



MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member M.W.A., P.F.W.A., P.M.T.A., C.F.M.A. of Pa.

68 Acres OF FLOOR SPACE



Motor Truck SERVICE

We own and operate a fleet of motor trucks to provide "Store door" delivery throughout the Philadelphia trading area and are especially equipped to render "next morning" delivery anywhere within the area shown in the above map.



100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986
624 Third Street, SAN FRANCISCO . . . Phone Sutter 3461
219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at
Strategic Distribution Centers



TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.
Merchandise Storage & Distribution

Members A. W. A.

SCRANTON, PA.

R. F. POST DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE POOL CARS
MERCHANDISE STORAGE PACKING
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

PITTSBURGH, PA.

1,750,000 Cubic Feet of Storage Space

Warehouse with Penn'a R. R. siding for Merchandise
Large fleet of Local and Long Distance Vans. Expert packers and
handlers. Let us serve you!

Haugh and Keenan Storage & Transfer Co.

Offices and Warehouses, Centre and Euclid Aves., Pittsburgh, Penna.

Member A. W. A.—N. F. W. A.

SCRANTON, PA.

THE QUACKENBUSH WAREHOUSE COMPANY

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS STORAGE
POOL CAR DISTRIBUTION
D L & W and D & H Sidings
Member of Allied Distribution, Inc.

PITTSBURGH, PA.

"33 Years of Service"

Merchandise

Warehouses
Sprinkler Protected

Distributors
Penna. R. R. Siding

Kirby Transfer & Storage Co.

2538 Smallman St.

Pittsburgh, Pa.

UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING

Private Siding Pennsylvania R.R.

PITTSBURGH, PA.

THOMAS WHITE, Owner and Manager

IN THE HEART OF PITTSBURGH JOBBING DISTRICT WHITE TERMINAL CO.

17th & Pike Streets

PITTSBURGH, PA.

Food Products
Merchandise

WAREHOUSING

Pool Cars
Distributed

Also operating

WHITE MOTOR EXPRESS CO.

EST. 1918

TRUCKING SERVICE

PENNA. R.R. SIDING

L. C. L. TO P. R. R.—11TH ST.

The Men Who Distribute

Squibb's Products

Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

WILKES-BARRE, PA.

WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution

*Prompt and Efficient Service
Milling-in-Transit and Pool Cars*

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.FIREPROOF BUILDING—416 FRANKLIN STREET
P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE
IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.Storage all kinds of General Merchandise, Pool Car
Distribution. Lowest Insurance.Trackage facilities 50 cars. Dockage facilities on
deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Co.Merchandise Storage and
Distribution of Pool CarsModern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

CHATTANOOGA, TENN.

General Merchandise Storage & DistributionPool Car Distribution—City Delivery Service—Forwarding
Agents—Direct Switching Connections into Warehouse—
Private Siding

Fully Sprinklered Low Insurance

TEXTILE STORAGE & WAREHOUSE CO.

1807 Elmendorf Street

Efficient

Courteous

KNOXVILLE, TENN.

**FIREPROOF STORAGE &
VAN COMPANY, Inc.**

Successors to Knoxville Fireproof Storage Co.

201-211 Randolph St.

Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00
per annum.
Pool Cars distributed.Household goods shipments
solicited. Prompt remittances
made.

MEMBERS

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PROMPT AND EFFICIENT SERVICE

KNOXVILLE, TENN.

J. E. Dupes, Pres. & Gen. Mgr.—C. H. Paull, Treas.

Rowe Transfer & Storage Co.

416-426 N. Broadway

Household Goods and Merchandise Storage and
Distribution. Pool Car Distribution.
Fireproof Warehouse. Low Insurance.Agent, Aero Mayflower Transit Company
Member, Mayflower Warehousemen's Association & S. W. A.

MEMPHIS, TENN.

Pres. J. H. POSTON

Secy. and Treas. W. H. DEARING

**JOHN H. POSTON
STORAGE WAREHOUSES
INCORPORATED**671 to 679 South Main St., on Illinois Central Railroad
Tracks

Established 1894

Free Delivery from All Railroads on Car Lots
and from Cotton Belt R. R. Stations.
Insurance Rate \$1.41 per \$1,000 per Annum
No Charge for Switching To All Railroads on Car
Lots for Competitive Points and Illinois Central Rail-
road Local Stations.**DISTRIBUTION A SPECIALTY
MEMPHIS, TENN.**

MEMPHIS, TENN.

"SERVICE"

ROSE WAREHOUSE CO.2-8 East and 2-12 West Calhoun Avenue
Memphis, Tennessee

Merchandise Storage and Pool Car Distribution

"SERVICE"



NASHVILLE, TENN.

MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE
HOUSEHOLD STORAGE, LOCAL AND LONG DISTANCE MOVING
FIREPROOF WAREHOUSES—UP-TO-DATE EQUIPMENT**BOND-CHADWELL Co.**

100 TO 124 FIRST AVENUE, N.

1623-1625 BROADWAY

NASHVILLE, TENN.

521 Eighth Ave., So.

**Central Van & Storage Co.**

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

ESTABLISHED 1886

The PRICE-BASS CO.

194-204 Hermitage Ave.

Merchandise Storage

Automatic Sprinklered — Lowest
Insurance Spot Stock and Pool
Car Distribution — Private
Siding — Free Switching
Motor Truck Service.

AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH

Armstrong Transfer & Storage Co., Inc.

Distributors of Merchandise

BONDED WAREHOUSES

AMARILLO AND LUBBOCK, TEXAS

Member S. W. A.—Amarillo Warehousemen's Association
—American Chain of Warehouses



AMARILLO, TEXAS

**BISHOP
WAREHOUSE & STORAGE CO.**

Between 5th & 6th on So. Grant St.

Operating two self-owned warehouses. Largest most modern in city.
Goods of any size or quantity handled. Capacity 368 cars. WARE-
HOUSING — STORAGE — TRANSFER — FORWARDING — DISTRI-
BUTION — POOL CARS.

AUSTIN, TEXAS

**SCOBIE
FIREPROOF
WAREHOUSE**

AUSTIN, TEXAS

GENERAL WAREHOUSING DISTRIBUTION

CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice Pres.
May Crocker—Sec. & Treas.

**CROCKER
TRANSFER AND STORAGE CO., Inc.**

Established 1912

Distribution Pool Cars or Boat Shipments

Merchandise & Household Goods

Storage—Drayage—Crating

Members — A.W.A. N.F.W.A. S.W.T.A.

DALLAS, TEXAS

REFERENCE ANY DALLAS BANK

**AMERICAN
TRANSFER & STORAGE CO.**

BONDED FIREPROOF WAREHOUSES

MERCHANDISE—HOUSEHOLD GOODS

POOL CARS DISTRIBUTION

LOCAL DRAYAGE

K. K. MEISENBACH

JACK ORR

DALLAS, TEXAS.

E. D. Balcom

Gus K. Weathered

**DALLAS TRANSFER AND
TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building
Dallas, Texas

Modern Fireproof
Construction—
Office, Display,
Manufacturers, and
Warehouse Space

Operators of Lone Star Package Car Company
(Dallas Division). Daily service via rail from St. Louis
and C.F.A. territory to all Texas points.
Semi-weekly service via Morgan Steamship Line from New York and Seaboard
territory to all Texas points.

MEMBERS { A. W. A., N. F. W. A., American Chain of Warehouses
Southwest Warehouse & Transfermen's Assn., Rotary Club.



The Men Who Distribute

Snider's Catsup

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and consult the Directory of Warehouses

DALLAS, TEXAS

IN DALLAS IT'S

**The Interstate Fireproof
Storage & Transfer Co.**

For Fireproof Storage and
Distribution Service

Fireproof—16c Insurance Rate

Merchandise

Storage and

Distribution

Our new one-half million dollar

plant.

Household Goods Stored, Moved,

Packed and Shipped.

DALLAS—The Logical Distribution

City for the Great Southwest.

The Interstate Fireproof Storage & Transfer Co.

301-07 North Market Street

W. I. Ford

Associate Managers

R. E. Eagon



FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space;
with our private side and free switching to Fort Worth's eleven Trunk Line
Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



BINYON-O'KEEFE
Fireproof Storage Co.

Fort Worth

Associated with Distribution Service, Inc.



FORT WORTH, TEXAS

GENERAL CARTAGE CO.

1212 E. Lancaster Ave., Fort Worth, Texas

FIREPROOF STORAGE

MERCHANDISE & HOUSEHOLD GOODS

POOL CAR DISTRIBUTION

TEMPLE HARRIS, Gen. Mgr.

FORT WORTH, TEXAS

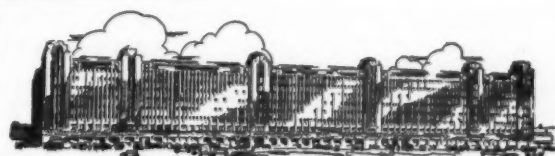
Storage, Cartage, Pool Car Distribution

O. K. Warehouse Company, Inc.

255 W. 15th St.

Fort Worth, Tex.

FORT WORTH, TEXAS



The Southwest's Finest Warehouse

MERCHANDISE STORAGE

POOL CAR DISTRIBUTION, OFFICE DISPLAY

AND WAREHOUSE SPACE

Texas and Pacific

Terminal Warehouse Co.

HARLINGEN, TEXAS

Jones Transfer & Storage Co., Inc.

Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.

Merchandise storage—pool car distribution, daily motor freight lines.

Furniture vans—equipment for heavy hauling.

Service Covers the Lower Rio Grande Valley

HOUSTON, TEXAS

Subscriber to Merchandise Warehousing
Trade Code, Certificate No. 34-330**PATRICK TRANSFER & STORAGE CO.**Shipside and Uptown Warehouses
Merchandise Storage and Distribution
Operators—Houston Division
LONE STAR PACKAGE CAR CO.

1302 Nance St.

Houston, Texas

HOUSTON, TEXAS

**UNIVERSAL TERMINAL
WAREHOUSE COMPANY**

Fireproof Storage—Sprinklered Warehouses

New York Office: 100 Broad Street
Chicago Office: 427 West 27th Street

HOUSTON, TEXAS

IN HOUSTON

**Westheimer
Transfer and Storage Co., Inc.**Fifty Years of Dependable Service
SERVICE TO COVER EVERY BRANCH OF THE INDUSTRY
Genl. S. Hurwitz
PresidentMembers N. F. W. A.
State and Local Assn.

SAN ANTONIO, TEXAS

Central Warehouse and Storage Co.Merchandise Warehouse Hollow Tile Building.
Concrete Floors. Consign shipments via South-
ern Pacific. Distribution of pool cars. Transfers
Household Goods.

Member of S. W. A.

SAN ANTONIO, TEXAS

**MERCHANTS TRANSFER & STORAGE CO.
FIREPROOF BONDED WAREHOUSE**

Complete Storage and Distribution Service

50 years of satisfactory service

Member of American Chain of Warehouses

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.
BONDED FIREPROOFPOOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE
Dependable Service Since 1913

SAN ANTONIO, TEXAS

Scobey Fireproof Storage Co.HOUSEHOLD - - - MERCHANDISE
COLD STORAGE - - - CARTAGE
DISTRIBUTION

INSURANCE RATE - - - 10c

Members of 4 Leading Associations

SAN ANTONIO, TEXAS

**SOUTHERN TRANSFER CO.
FIREPROOF BONDED STORAGE**Lowest insurance rate in San Antonio
Receivers and Forwarders of Merchandise

TYLER, TEXAS

EAST TEXAS TERMINAL WAREHOUSE CO., Inc.Serving the World's Largest Oil Field
and All of North and East Texas.
The highest type of BONDED Storage
and Warehouse facilities.
POOL CAR DISTRIBUTION
Member—T.S.W.T.A.

415-17 N. College and Cottonbelt tracks.

TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.

WICHITA FALLS, TEXAS

Wichita Falls Fireproof Warehouse

(Reinforced concrete)

Motor Freight Service to All Territory

Tarry Warehouse & Storage Company, Inc.Members { National Furn. Warehousemen's Assn.
Southwest Warehouse & Transferrers' Assn.
See TYLER-TARRY-FAGG Co. Associated

OGDEN, UTAH

**Western Gateway Storage
Company**

COLD AND DRY STORAGE

A Modern Commercial Warehouse
Bonded Service

Member American Warehousemen's Assn.

SALT LAKE CITY, UTAH

CENTRAL WAREHOUSE

Fireproof

Sprinklered

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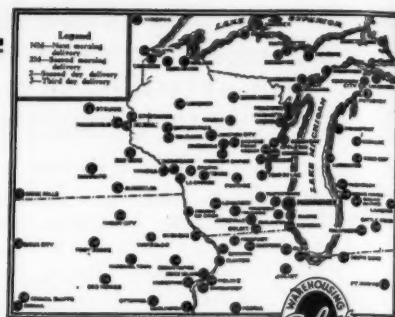
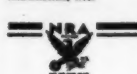
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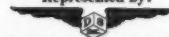
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INDEX TO GENERAL ADVERTISERS

Note: For index to warehouse advertisers see pages 54-55

A	
American Pulley Co.	1
B	
Barlum Hotel	96
Bassick Co.	50
C	
Canvas Specialty Co.	51
F	
Fruehauf Trailer Co.	5
Fulton Bag & Cotton Mills.....	52
G	
General Motors Truck Co.....	Back Cover
General Tire & Rubber Co.....	Second Cover
Gerstenslager Co.	49
Gretsch & Co., Inc., Ralph	51
M	
Melbourne Hotel	95
N	
New Haven Quilt & Pad Co.....	52
P	
Powers & Co.	52
R	
Rand McNally & Co.....	Third Cover
Reo Motor Car Co.....	6
Roloff, Inc.	49
S	
Self-Lifting Piano Truck Co.....	53
Sherman Hotel	96
T	
Turnsignal Corp.	53
W	
White Tar Co. of N. J., Inc.....	52